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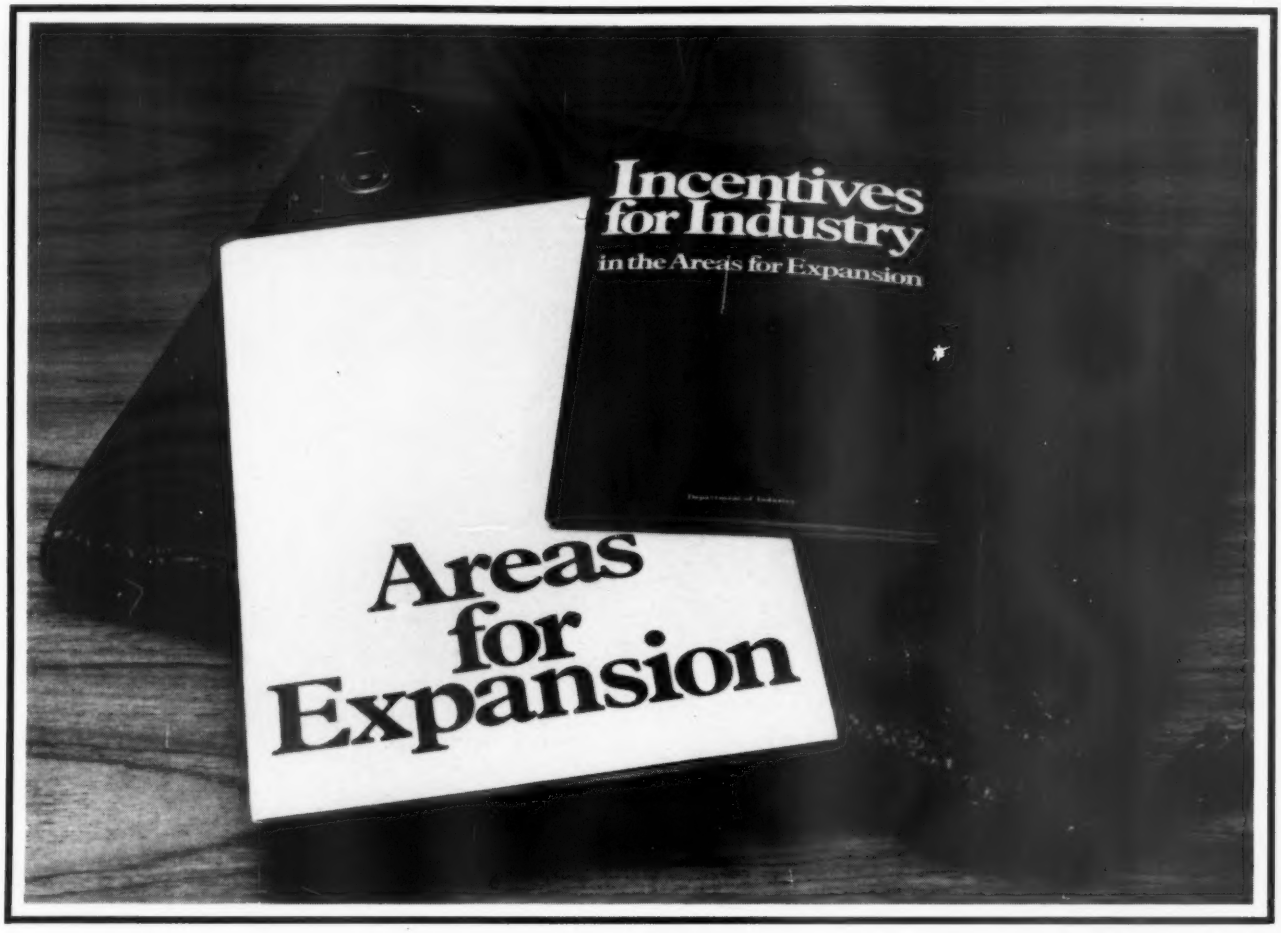

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Trade and Industry

19 November 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

A simple answer is that, as a Special Development Area, Merseyside receives top rates of government incentives for industrial development. But in our special report, a lot of other answers are given by Merseyside industrialists and officials (page 507).

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Home news

New legislation on companies and insolvency

The Companies (No. 2) Bill and the Insolvency Bill received the Royal Assent on 15 November. It is intended to bring the Companies Bill – which will be known as the Companies Act 1976 – fully into force by 1 January 1978. The Insolvency Bill is hoped to be fully in force by next April.

COMPANIES (No. 2) BILL

The bill's main objectives are to improve the law on the disclosure of interests in shares – the threshold for notifying the acquisition of shares is reduced from 10 per cent to 5 per cent; to strengthen the position of auditors – a company's auditors will have to be appointed formally every year and it will be an offence for a company to mislead its auditor; while a resigning auditor will have to make a statement about the circumstances of his resignation and will be able to call a meeting to tell a company why he resigned; to stop foreign companies trading in the UK under misleading names; to tighten up the requirements on the filing of company accounts and the keeping of accounting records; and to provide for people to be disqualified from acting as directors if they persistently default in filing statutory returns.

The bill's provisions will become effective as secondary legislation is approved by parliament. It is hoped to introduce orders concerned with provisions on accounting records, auditors, disclosure of interests in shares and returns to the Registrar of Companies by next spring. The new requirements for filing accounts will be brought into effect towards the end of next year or early 1978.

The bill in detail

Accounts. Section 1 requires the directors of every company to prepare accounts for each 'accounting reference period' (broadly speaking, the financial year), lay them before the company, and, unless the company has unlimited liability, creates a specific obligation to deliver copies to the Registrar of Companies.

This is intended to ensure more prompt filing and to facilitate enforcement. At present, the requirement is to annex to a company's annual return to the registrar any accounts which have been laid before a general meeting during the year covered by the return. The registrar cannot, therefore, readily identify the date by which the accounts should have been filed. This makes enforcement very difficult and means that companies can normally be pursued only when their accounts are long overdue.

Sections 2 and 3 provide for the determination of a company's accounting reference period, and for alterations in the reference period subject to certain safeguards. This is necessary to enable the registrar to enforce the filing requirements, since to do so, he must know when a company's financial year ends.

Section 4 sets out the penalties for failure to lay before the company or file with the registrar, accounts in respect of each accounting reference period. Directors held responsible for such failure will be liable, on summary conviction, to a fine of up to £400 plus £40 per each day of default. Section 5 allows the court to order the directors of a company to make good any default in filing accounts.

Section 6 prescribes the period, after the end of an accounting reference period, within which the directors must lay a copy of the accounts before the company in general meeting and file a copy with the registrar. Subject to certain exceptions, that period is normally 10 months for a private company and seven months for a public company.

Accounting records. Section 12 requires companies to keep accounting records sufficient to show and explain their transactions, to disclose the financial position of the company at any time, and to enable the directors to prepare accounts complying with section 1.

Auditors. Section 14 (which supercedes section 159 of the Companies Act 1949) provides for the appointment and removal of auditors. It requires every company to appoint auditors at each general meeting at which accounts are laid and these auditors are to hold office until the end of the next such meeting. Automatic reappointment of auditors is no longer permitted. The section also gives companies the right to remove an auditor by ordinary resolution, subject to certain safeguards contained in section 15.

Section 16 requires an auditor who resigns to state in writing if there are circumstances connected with his resignation which should be brought to the attention of shareholders or creditors. If there are such circumstances the auditor is required to say what they are; and a copy of his statement must be sent to the shareholders and filed at the Companies Registration Office. This measure is intended to deal with the problem of an auditor who seeks to avoid his responsibilities by resigning rather than qualifying a company's accounts.

Section 17 gives a resigning auditor the right to requisition a meeting of the company to consider the circumstances which caused him to resign.

Section 18 strengthens the position of auditors of holding companies by making it easier for them to get information about the accounts of subsidiaries.

Section 19 makes it a criminal offence for an officer of a company deliberately to make false or misleading statements to an auditor.

Disclosure of interests in shares. Sections 24 and 25 tighten the requirements on disclosure by directors of their interests in their company's securities. Section 24 reduces the period within which a director is required, under the Companies Act 1967, to notify the company of his acquisition or disposal of its securities from 14 days to five days. Section 25 requires that, in the case of a listed company, the company must notify the Stock Exchange of transactions in its securities by its directors.

Section 26 tightens up the requirements in the 1967 Act concerning the disclosure of beneficial interests in voting shares in listed companies. It reduces the threshold for notification from 10 per cent to 5 per cent of any class of voting shares and reduces the period for notification from 14 days to five days. It exempts small changes from notification if the change does not increase or reduce the total holding beyond the next whole percentage point.

Section 27 gives listed companies the right to require registered shareholders to disclose whether or not they are the beneficial owners of shares and if not, who else has an interest in the shares.

Disqualification of directors. Section 28 gives the secretary of state the power to apply to the court for an order disqualifying a person from acting as a director of a company for up to five years if he has been in default in filing returns on at least three occasions in five years.

Section 29 provides for a public register of disqualified persons.

Companies with registered offices in Wales. Section 30 allows companies whose registered offices are situated in Wales to submit documents to the registrar in Welsh, provided that they are accompanied by an English translation.

Regulation of names used by overseas companies. Section 31 gives the secretary of state power to stop foreign companies trading in the UK under a name which may be misleading, for example, if it implies the company is a reputable bank when it is not. Section 32 also requires such companies to register business names they use under the Registration of Business Names Act.

Other provisions. Section 36 allows the registrar to accept information on microfilm, a provision which recognises the use by the Companies Registration Office of microfilmed company records.

Section 37 allows the secretary of state to prescribe by regulation the fees payable to

the registrar, and removes the existing limits on the fee for inspecting company files, currently 5p, set during the last century.

Section 39 applies certain of the provisions of the Companies Acts 1948 and 1967, dealing with criminal proceedings and enforcement to the new bill. It also allows the secretary of state to disclose information obtained by use of the investigatory powers contained in section 109 of the 1967 Act in cases where criminal proceedings are initiated under the powers contained in this bill.

INSOLVENCY BILL

The main provisions of the Insolvency Bill include powers to: put current values on bankruptcy and winding-up monetary limits, including an increase in the minimum debt to support a creditor's petition from £50 to £200; to dispense with public examinations in bankruptcy in certain cases; to provide a new system for automatically discharging bankrupts, or automatic review of their status after a certain period; to enable the courts to disqualify people from running a company if their past conduct has led to losses by creditors in at least two liquidations and to appoint a standing committee to re-review bankruptcy rules under the acts.

The act's provisions will come into force as secondary legislation is approved by parliament. It is expected that orders increasing the monetary limits and permitting the appointment of the Insolvency Rules Committee will be effective next month.

Main provisions of the act in more detail

Monetary limits. Section 1 increases certain monetary limits in bankruptcy, some of which have been in force since the last century. The main limits affected are:

1 The minimum debt to support creditor's petition, increased from £50 to £200;
2 Maximum amount of wages on salary ranking as preferential in bankruptcy and companies winding up, increased from £200 to £800;
3 Maximum value of debtor's goods exempt from division among creditors, increased from £20 to £250; and
4 Value of credit an undischarged bankrupt can obtain without disclosing his status, increased from £10 to £50.

An order introducing these new limits into effect is expected to be effective in December.

Insolvency Rules Committee. Section 10 provides for the appointment of a standing committee to advise on the formulation of new insolvency rules, and keep existing rules under review. It is expected that an order bringing this section into force will be effective in December.

The Insolvency Rules Committee will be appointed by the Lord Chancellor and will comprise members of the judiciary, legal and accountancy professions.

Automatic discharge. Sections 7 and 8 are intended to create a system of automatic discharge on review for existing and future undischarged bankrupts.

Under present legislation a bankrupt must apply to the court for discharge. But many do not do so, often through ignorance of the procedures, or reluctance to attract further publicity.

Undischarged bankrupts remain under considerable civil disability. The law places certain curbs on their activities. Some, often through ignorance, may place themselves in breach of the law, for example by obtaining significant new credit, or by becoming a company director. When an undischarged bankrupt dies, his dependants may find that much of the estate must be divided among creditors.

The new act allows people who have been bankrupt for more than 10 years to be discharged automatically when this part of it comes into force. Where the bankruptcy is more than five years old, discharge will be granted automatically on the tenth anniversary of the adjudication.

Otherwise, where a public examination has been concluded before this part of the act becomes effective, the court will review automatically the bankrupt's status during the sixth year after adjudication.

In dealing with all other bankrupts, that is those whose public examination has not yet been concluded, and future bankrupts, the court may grant either automatic discharge after five years, or automatic review during the sixth year after adjudication.

Disqualification of directors. Section 9 allows the court to disqualify a person from running a company if he has been a director of at least two companies which within five years have gone into liquidation, and creditors have lost money. This provision is also expected to be in force by next April.

Administration orders. Section 11 is aimed at strengthening the present county court administration order procedure. It will enable the court to revoke an administration order – under which a debtor is required to settle his debts under the court's supervision, but without being made bankrupt – and make a receiving order in bankruptcy if he fails to keep up the regular payments required.

Consultation on European air fares

The public consultation on European normal economy fares, which the Civil Aviation Authority proposes to undertake with scheduled airlines and representatives of users, will take place on 12-13 January 1977.

The authority is inviting written representations on this matter from any interested parties by mid-December and intends, in so far as these are of reasonable length, to circulate them in advance of the consultation to those taking part in it. Written evidence should be sent, marked 'European Air Fares Consultation', to the Economic Policy and Licensing Division, Civil Aviation Authority, Space House, 43-59 Kingsway, London WC2B 6TE.

For practical reasons it may not be possible for the authority to receive oral evidence from all interested parties, but points made in written representations will be taken into account in inviting oral participation in the consultation.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Allied Breweries Ltd and Teacher (Distillers) Ltd.

The De La Rue Co Ltd and Arborite Ltd.

King & Co
Chartered Surveyors
1 Snow Hill,
London, EC1A 2DL
Telephone 01-236 3000
Telex 885485
Also in Manchester, Leeds & Brussels.

INDUSTRIAL & COMMERCIAL PROPERTY

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Eric Varley on vital importance of chemical industry

'The importance of the chemical industry to the national economy is clearly understood within the government,' said Eric Varley, Secretary of State for Industry, in a speech to the Chemical Industries Association on 11 November. As Mr Varley was unable to attend, his speech was read by Sir Peter Carey, Permanent Secretary at the Department of Industry.

'The industry has passed through a difficult time during the recent economic recession, but our aim now is to help it build for recovery,' continued Mr Varley. 'The government is taking a practical strongly positive attitude to the future development of the chemical industry in this country. This is part of the priority to industry, investment and exporting that we have promised under the industrial strategy.

'We successfully initiated our accelerated projects scheme in which about £25 million out of the current national total of £95 million is going to the chemical industry. This £25 million is stimulating about £200 million of investment in chemicals and it should lead to very substantial gains on the balance of payments. I hope shortly to announce a successor to the accelerated projects scheme which will be similarly advantageous to industry.

'We are all agreed on the vital importance of the chemical industry for the economy. It is a major growth industry, technologically orientated and its annual capital expenditure represents about 15 per cent of the total for all manufacturing industries. Its positive contribution to our balance of payments showed a surplus of £769 million in 1975. It directly employs 430,000 and many more jobs depend on its activities.

'Considerable opportunities are opening up for the industry. With the advantage of North Sea oil we should have a considerably higher growth rate than we had during the past decade. The confirmation of Britain's membership of the EEC – for which your industry strongly pressed – should have removed the major inhibitions of investment decisions.

'And Britain is very well placed in terms of suitable locations for chemical operations with deep water access, which are becoming difficult to find in north-west Europe. The availability and technical quality of our manpower compares well with the rest of western Europe. When we consider also our service infrastructure and the government incentives available I think we can say that the UK, on most major points, stands well in comparison with other west European countries.

'I know that you have for a long time worked through your EDC to examine prospects for the chemical industry. I was pleased to see how positively the sector working parties followed this up in their first reports and the stress they put on increasing investment. I have been glad to note in recent weeks announcements of major investment projects by the chemical industry. I am confident that more of these will be announced shortly. I again urge all companies once again to follow the recommendation of the sector working parties by reviewing their investment programme and identifying projects which might be brought forward.

'For the government's part, as I announced in the House yesterday, we have confirmed our support for the recommendations on petrochemicals. We endorse the conclusion which foresees the construction by 1985 of four new ethylene crackers in Britain in addition to the cracker now being constructed. This would meet our expected growth of consumption and make a major contribution to our balance of payments.

'We should like to see substantial further developments thereafter. My department is already discussing a number of projects with companies. I hope that the industry will come forward with further specific proposals as soon as possible.'

Government policy on petrochemicals

Government policy towards promoting an expansion in Britain's petrochemical industry was explained to parliament on 10 November by Eric Varley, Secretary of State for Industry. He said, in answer to a question from Joe Dean (Leeds, West):

'After careful study the Industrial Strategy Sector Working Party has reached conclusions on the possible growth for the UK petrochemical industry and especially a realistic and attainable expansion in exports. The government endorses the report of the sector working party which foresees the construction by 1985 of four new ethylene crackers in the UK in addition to the cracker at present under construction. This would meet the expected UK growth of consumption and make a major contribution to our balance of payments through exports. We would like to see substantial further developments thereafter.

'This is a great opportunity for our industry and the government intends to encourage this increased investment and the related downstream developments to provide greater added value in exports and more jobs. It will be in the national interest that the right industrial projects take place at the right sites, on time and on a commercially viable basis. My department is already discussing a number of projects with companies and I would invite the industry to come forward with further specific proposals as soon as possible.

'A key factor will be the availability of ethane and other associated heavy natural gases from the North Sea oil fields. We see ethane as a premium feedstock for ethylene manufacture which could lead to further petrochemical expansion. Much will depend on the systems which are installed in the North Sea. My right honourable friend the Secretary of State for Energy intends to make a further statement shortly about the next stage of work on a possible gas gathering line.'

Notes

The three sides participating in the work on industrial strategy – management, trades unions and government – are agreed that secure feedstock supplies of oil and gas from the North Sea, the availability of good coastal sites and confirmed UK membership of the EEC provide a big opportunity for the development of the petrochemical industry in Britain. The government has made it clear that this is an important industrial aim and has particularly stressed its interest in encouraging downstream developments which provide the greater added value in exports and more jobs.

The industrial strategy working parties have identified the market opportunities which could realistically lead to the construction of four new ethylene crackers in the UK before 1985. Ethylene, one of the principal basic chemicals from which a variety of downstream consumer products is manufactured, is currently produced in the UK and Europe from liquid petroleum feedstock – naphtha or gas-oil. The premium feedstock for future crackers is likely to be ethane, one of the heavy natural gases associated with oil in the North Sea. It has been estimated that the North Sea reserves of ethane could provide feedstock for at least another four to five ethylene crackers. The availability of ethane could therefore be a key factor in the development of the British petrochemicals industry, although the use of other feedstocks will be necessary to secure the right product balance.

The government has already actively demonstrated its interest in the possibilities for a gas-gathering scheme by commissioning a report from Williams-Merz, specialist consultants in this area. The consultants' findings were published on 13 May and the Secretary of State for Energy will shortly make an announcement on the next stage of work on a possible gas-gathering pipeline system.

Under the government's industrial strategy, both British and overseas companies will be expected to make substantial investments in chemical manufacturing. The government will encourage such new investment. The immediate objective of the strategy is to bring about the construction of new ethylene crackers in the UK on a viable and commercial basis. Thereafter, downstream developments are expected to be associated with these plants. The industrial strategy means putting greater emphasis on manufacturing industry in government policies. Management and trades unions are also publicly committed to seeing that the strategy is a success.

Government departments and local planning authorities are considering to the locational aspects of this strategy to minimise the risk of delays at the planning stage.

Insurance Companies Act 1974: authorisations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under Section 3(1) of the Insurance Companies Act 1974 during the period 1 October to 31 October 1976.

Name of insurer, registered offices or address in Great Britain	Country of incorporation if outside Great Britain	Date of authorisation	Class or classes of insurance business for which authorisation was issued
Dowa Insurance Company (UK) Ltd, Knollys House, 11 Byward Street, London EC3R 5EN	—	4.10.76	LIAB, MAT, MV, PL, PA, PROP
The Nissan Fire & Marine Insurance Company Ltd, Garthwaite House, 39 Bell Lane, London E1 7LX	Japan	12.10.76	LIAB, PA, PROP

Classes of business:

I	Industrial assurance business
LIAB	Liability insurance business
MAT	Marine, aviation and transport insurance business
MV	Motor vehicle insurance business
OLT	Ordinary long term insurance business
PL	Pecuniary loss insurance business
PA	Personal accident insurance business
PROP	Property insurance business

Retail trading in Great Britain

A statistical report on retail trading in Great Britain has been published by the Department of Industry's Business Statistics Office, Newport, Gwent. It is the last of 13 analyses of information from the 1971 Census of Distribution and Other Services.

The statistics cover Great Britain only. Northern Ireland, the Isle of Man and the Channel Islands are not included. They give data for organisations or businesses as a whole, for example for co-operative societies, multiples and independent retailers. The report includes information on purchases, stocks, gross margin, capital expenditure, employment, wages and salaries, commodity analysis of turnover, instalment credit trade and book debts. Tables are also included on membership of voluntary buying groups; laundries, launderettes and dry cleaners; hairdressers and footwear repairers.

Where more detailed information is required than appears in this or any other part of the report, special analyses may be obtained on payment of a fee to cover the cost of the work involved. It will be carried out within limits of available resources and provided no information relating to individual shops or businesses is disclosed.

Inquiries about special area or other analyses or about any unpublished tables referred to elsewhere in the report should be addressed to the Director, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG, tel. Newport (0633) 56111 ext. 2000.

Business Monitor SD22 is available price £2.95 from Her Majesty's Stationery Office bookshops, through booksellers or by mail order direct from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

The 12 earlier parts of the report were for: Retail Outlets (Establishment Tables) (SD 10); Area tables for Scotland (SD 11), Wales (SD 12), England – North Region (SD 13), Yorkshire and Humberside Region (SD 14), East Midlands Region (SD 15), East Anglia Region (SD 16), London and South East Region (SD 17), South West Region (SD 18), West Midlands (SD 19), North West Region (SD 20) and Area Summary figures (SD 21).

Engineering on Merseyside

Merseyside County Council's Industrial Development Office (MIDO)* has produced a more comprehensive edition of the capacity register 'Engineering Resources on Merseyside.'

The new issue is double the size of the January pilot edition. It is published as part of the county council's effort to encourage engineering business development in the area, particularly among smaller companies.

The register relates to the companies' capacities in 25 of the most general engineering activities ranging from assembly, drilling and shot blasting to turning and welding. Companies offering sub-contracting facilities are listed under each category. Details are given of the maximum sizes or type of work handled in each category.

* See this week's special report on Merseyside, page 507.

Standardisation of valve flanges for public sector buying

A preferred series of flanges for pipeline valves will be used by the public sector when placing orders. The decision by the Product Group on Flanges and Valves of the Public Sector Standardisation Team (PSST) to recommend a preferred series is expected to help British manufacturers in the export market and to reduce the over-wide variety of flanges and valves being used in this country.

Copies of British Standards can be obtained from: BSI Sales Department, Newton House, 101 Pentonville Road, London N1 9ND (telex 23218).

Written inquiries for further information should be addressed to: Mr W. L. G. Nash, Secretary, PSST Product Group on Flanges and Valves, National Coal Board, Hobart House, Grosvenor Place, London SW1.

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Food subsidies reduced

Reductions in the subsidies on butter, cheese and milk were announced on 10 November by Roy Hattersley, Secretary of State for Prices and Consumer Protection. The butter and cheese subsidies are each being reduced by the equivalent of about 3p per lb, at the retail level, effective from 14 November 1976. The effect of these cuts on the cost of living is estimated to be well under 0.1 per cent. The milk subsidy will be reduced by the equivalent of 1p per pint as from 1 December 1976, but there will be no immediate change in the price to the consumer.

Replying to a parliamentary question from Mike Thomas, (Newcastle upon Tyne, East) Mr Hattersley said:

'I have been reviewing the level of food subsidy expenditure in the current financial year. I have decided that, in order to contain spending within the provision laid down in the White Paper on Public Expenditure (Cmnd 6393), reductions should now be made in the present rates of subsidy on butter and cheese.

'With effect from Sunday 14 November 1976 the butter subsidy will be reduced from £151.20 per ton to £89.60 per ton and the subsidy on cheese from £157 per ton to £109 per ton, equivalent in retail price terms to about 3p per lb on both butter and cheese. The retail price of both butter and cheese will rise in due course as a result of these changes, but the combined effect is equivalent to less than 0.3 per cent on the Food Index and well under 0.1 per cent on the RPI.

'In addition, the milk subsidy as represented by the Special Liquid Milk Allowance paid through the Milk Marketing Boards will be reduced on 1 December 1976 from 2p per pint to 1p per pint. In step with the reduction in the allowance, the rate of subsidy paid on milk produced in certain Scottish Islands and in the Isles of Scilly (which is not sold through the Milk Marketing Boards) will also be reduced to 1p per pint from 1 December. These changes will not, however, cause any immediate change in the retail price of milk, as the current price, together with the price increase scheduled to take place in January, already takes account of the need to reduce the Special Liquid Milk Allowance.'

Notes

In accordance with the White Paper on Public Expenditure (Cmnd 6393) published in February 1976, spending on the food subsidy programme is being reduced from £572 million in 1975-76 to £409 million in 1976-77.

These latest cuts will save an estimated £110 million in a full year. They follow reductions earlier this year in the butter subsidy (June), the bread subsidy (August) and the abolition of the tea subsidy (September).

The White Paper on Public Expenditure published in February 1976, as modified by the July statement by the Chancellor of the Exchequer on public expenditure, indicated expenditure of £200 million (at 1976 prices) in 1977/78 and £84 million (at 1976 prices) in 1978/79.

The food subsidy programme was developed during 1974 and covered milk, bread, flour, butter, cheese and tea. The tea subsidy was abolished on 26 September 1976.

The retail trade is being consulted about any consequential amendments which may be necessary in the butter and cheese prices orders as a result of these subsidy cuts.

Butter The butter subsidy is paid under EEC regulations. It was reduced from £233 per ton at first hand level (about 11p per lb retail) to £151.20 (about 7p per lb retail) on 4 June 1976. The new rate of £89.60 per ton at first hand level is equivalent to about 4p per lb in retail price terms.

At present the EEC contributes £28.94 per ton towards the total butter subsidy. This will not be affected by the latest reduction in the overall rate.

Cheese The cheese subsidy is paid on natural Cheddar, Cheshire, Edam and Gouda and similar varieties, which are bought regularly by most households in the country. High priced speciality cheeses are not subsidised.

Subsidy is paid on both home-produced and imported varieties of eligible natural cheeses and on imported cheese products (eg processed cheese and cheese spread) made from those varieties. No subsidy is paid on home-produced cheese products as such since these benefit indirectly from the subsidy paid on the natural cheeses from which they are manufactured.

In consequence of the cut of £48 per ton in the subsidy on eligible natural cheeses the following reductions are being made on imported cheese products.

£ PER TON AT FIRST HAND LEVEL

	Old rate	New rate	Reduction
Imported processed cheese	141	98	43
Imported cheese spread	94	65	29
Imported powdered cheese	264	183	81
Imported grated cheese	157	109	48

The cheese subsidy was reduced from £188 per ton at first hand level (12p per lb retail) to £157 per ton (10p per lb retail) on 26 January 1976. The new rate of £109 per ton is equivalent to about 7p per lb retail.

Milk The Special Liquid Milk Allowance, which equates to the milk subsidy in the terms of sale by Milk Marketing boards to the dairy trade, has been maintained at 2p per pint since April 1975.

The maximum retail price of milk is controlled by the Ministry of Agriculture, Fisheries and Food. Account was taken of the need to reduce the Special Liquid Milk Allowance when the retail price was raised to its present level of 9½p per pint in September. An increase to 10½p per pint in January 1977 was announced by the Minister of Agriculture on 5 October as a consequence of special action to help dairy farmers following the drought, but the timing is not affected by the reduction of the Special Liquid Milk Allowance.

French consumer officials visit DPCP

Representatives of the French Government and the leading French consumer organisation were at the Department of Prices and Consumer Protection on Friday 5 November to learn about consumer protection and advice services. With Minister of State John Fraser (left) they called at the Lambeth mobile consumer advice centre, visiting 1 Victoria Street, London, at the time. The French party, l to r, are: M. Brault, M. Mader and M. Vlieghe.

Price Commission interventions during October

During October the Price Commission rejected 4 notifications of price increases from manufacturing and service companies in categories I and II. In another 27 cases the companies concerned withdrew their notification of intended increases and in 51 cases the extent of the increase was reduced by the commission. See lists below.

Since the beginning of Stage 4 on 20 December 1974, the commission have rejected a total of 285 notifications and modified 1,383. 500 notifications were withdrawn.

During October, following discussions with the Price Commission, 14 distributors in category II agreed to make price reductions amounting to £2.13 million in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following inspection of records kept by enterprises in category III, the commission's regional offices secured the agreement of 123 distributors, 10 manufacturers, 15 service enterprises, 2 professional enterprises and 3 construction enterprises to make price reductions amounting to £3.53 million in order to eliminate excess gross or net profits. In addition, the regional offices secured a total of 67 individual voluntary price reductions following investigation of complaints about price increases.

Notes

The Price Commission may intervene to reject or modify notifications submitted by category I and II enterprises at any time during or after the 28 day period which must elapse before the increase can be implemented.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase. The inclusion of an item in the lists of rejections or withdrawals does not preclude subsequent re-submission.

In some cases a company may submit a single price increase notification involving a range of products. If some items within the range are subject to intervention, the whole notification, for statistical purposes, is treated as a modification.

Rejections

Company	Product	% increase sought
Category II		
Moresecure Ltd	Steel shelving, storage structures and erection services	6.65
G. and A. N. Scott Ltd	Advertising rates	7.42
Sterling Health Products Ltd	'Hedex' seltzer	11.11
	'Lantex'	10.00

Withdrawals

Company	Product	% increase sought
Category I		
BP Oil Ltd	Refined petroleum products	8.40
Boots Co Ltd	Boots herbal hand cream	12.34
	'365' hand cream	10.98
Burton's Gold Medal Biscuits Ltd	Biscuits and confectionery products	3.72
Caxton Chocolate Co Ltd	Private label chocolate bars and confectionery	2.75
Hymac Ltd	Hydraulic 360° and 180° excavators and related spares	11.00
IMI (Kynoch) Ltd	Wrought titanium and titanium alloy	5.99
Penguin Books Ltd	Reprinted books	9.20
RHM Bakeries Ltd	Branded long-life cake	12.98
	Confectionery, morning goods, etc	9.83
Shell UK Oil Ltd	Refined petroleum products	7.66
Texaco	Refined petroleum products	7.61
Total Oil Great Britain Ltd	Refined petroleum products	8.91
Wall Paper Manufacturers Ltd	Paint products	3.65
Category II		
T. W. Beach and Sons Ltd	Fruit juice	28.46
Cabot Carbon Ltd	Carbon black	6.00
Electroloid Ltd	Electroplating plants and associated equipment	12.21
	Electroplating plant and associated equipment	12.21
Feed Service (Livestock) Ltd	'Promax' liquid feed	18.42
Heygates Ltd	Bakers' flour	3.55
Macfarlan Smith Ltd	Chloroform products	18.07
Osborn Steels Ltd	Wire rod	12.50
Roche Products Ltd	Calcium D – Pantothenate USP	40.40
	Calcium D – Pantothenate 80	34.30
	Thiamine hydrochloride BP	1.50
	Thiamine mononitrate USP	5.40
	Vitamin A Palmitate	60.80
	Rovisol injectable 50ml vials	Not quantified

Modifications

Company	Product	% increase sought	% increase after modification
Category I			
Allied Bakeries Ltd	Bread	5.00	4.84
Allied Mills Ltd	Bakers' bread flours	6.04	5.82
BOC Ltd	Compressed permanent gases	12.45	9.48
	Dissolved acetylene	9.63	9.23
	Liquid industrial gases	14.92	14.55
	Cylinder and trailer compressed hydrogen	17.55	15.50
Beaverbrook Newspapers Ltd	Cover price of 'Daily Express' and 'Sunday Express'	1.87	1.23
British Wire Products Ltd	Control cables	6.56	6.35
Firth Cleveland Extrusions Ltd	Nuts	13.75	13.48
GKN Sankey Ltd	Wheels	8.45	8.44
Thos Haddon and Stokes Ltd	Steel rolled thread screws	5.63	4.76
Johnson and Nephew (Manchester) Ltd	Wire and wire products	10.50	9.80
Lucas Batteries Ltd	Replacement batteries	7.50	6.66
National Freight Corporation	Freight charges	10.67	10.47
Pilkington Bros Ltd	Flat glass	6.94	5.69
F. A. Power Ltd	Bright steel	8.58	8.44
Qualcast (Wolverhampton) Ltd	Light repetition grey iron castings	3.83	3.24
RHM Agriculture Ltd	Animal feedingstuffs	5.22	5.19
RHM Flour Mills Ltd	Bakers' and similar flours	6.94	6.29
	Biscuit and other soft flours	5.52	4.40
RTZ Extruders Ltd	Aluminium extrusions	8.03	7.97
Richmond Park Linen Services Ltd	Linen services, etc	8.64	7.61
Smedley-HP Foods Ltd	Processed peas, garden peas, mixed vegetables and carrots	9.45	9.38
C. and B. Smith Foundries Ltd	Automotive grey iron castings	4.61	4.52
Spillers Foods Ltd	Biscuits and meals	8.10	7.83
Spillers-French Milling Ltd	Bakers' flours	5.34	2.78
Suffolk Lawn Mowers Ltd	Full range of 'Suffolk' and 'Atco' power mowers, spare parts and electric motors	19.12	19.10
TRF Pland Ltd	Sinks, catering and hospital equipment	10.62	8.29
Trist Draper Ltd	Manufactured friction material	3.16	2.16
Category II			
Armitage Shanks Group Ltd	Plastic products	12.83	12.59
Baker Perkins Ltd	Machinery and spares for bakery, biscuit, chemical, foundry, laundry and printing trades	8.46	6.97
T. W. Beach and Sons Ltd	Fruit juice	15.50	9.42
Champion Sparking Plug Co Ltd	Sparking plugs	12.60	11.10
Colchester Lathe Co Ltd	Lathes and spare parts	8.60	8.50
Cutler-Hammer Europa Ltd	Electrical control gear, clutches and brakes	10.77	9.42
General Foods Ltd	Branded and catering desserts, gravy mix products and 'Maxpax cupstacks'	2.46	2.23
W. R. Grace Ltd.	Waterproof products for construction industry	4.19	3.42
Hale and Hale (Tipton) Ltd	Malleable iron castings	6.07	5.81
Heygate and Sons Ltd	Animal feedingstuffs	9.90	9.67
Ideal Timber Products Ltd	Kitchen furniture	10.88	10.76
Laporte Industries (Holdings) Ltd and Interox Chemicals Ltd	Chemicals	5.40	4.90
Marshalls (Halifax) Ltd	Concrete products	3.94	3.38
Metal Closures Ltd	Aluminium closures	18.52	16.58
Midland Bright Drawn Steel Ltd and A. E. Goodrich and Son Ltd	Bright drawn steel bar and wire	10.71	10.52
James Robertson and Sons Preserve Manufacturers Ltd	Jams, marmalades, lemon curd and 'Gollicrush'	9.35	9.26
Triplex Foundries Group Ltd	Grey-iron castings	4.54	4.17
Tucker Fasteners Ltd	Rivet tools	9.41	8.74
Tungstone Batteries Ltd	Automotive batteries	6.01	5.99
Uniroyal Ltd	Tyres for original equipment and replacement market	8.45	7.70
Wedgwood Ltd	'Johnson Bros' tableware	7.33	6.88
Jonas Woodhead Ltd	Laminated springs and spare parts	13.55	13.42

Home exhibitions

Compressed air 'on tap' at new centre

Compressed air will be 'on tap' to exhibitors at London's first purpose-built conference and convention centre now nearing completion at Wembley Stadium.

A compressed air supply to serve the 3,000m² of exhibition area is part of an underfloor stand services system which also incorporates electricity, gas, water and telecommunications.

CompAir Industrial Ltd, of High Wycombe, designed and installed the compressed air system. It includes a BroomWade V-compact oil-free compressor, an after cooler, air receiver, BroomWade refrigeration dryer and control panel in a compressor house and 450m of pipework. There is provision for a second compressor installation to meet any increased demand.

It is estimated that 75 per cent of exhibitions with a heavy engineering content require compressed air for working exhibits.

Unmanned submersible will be on show

The first private venture unmanned submersible designed and developed in Britain for commercial use in the offshore oil industry, will be unveiled at the Offshore International Exhibition at the National Exhibition Centre, Birmingham, next month (7-10 December).

ULS Marine Ltd, of Stonehouse Court, Stonehouse, Gloucestershire, has designed this latest type of submersible, to be known as CETUS – Computerised Exploration and Technical Underwater Surveyor.

The submersible weighs more than a ton and has cost £200,000. With her control and tv equipment she has been designed to work at depths of 1,500 ft, far deeper than any diver.

Computer language will be on display

Coral 66, the standard real time language for industrial programming, was featured in display material at the Minicomputer Forum, Third International Conference at the West Centre Hotel, London, this week (16 – 18 November).

Coral 66 – Computer On-line Real time Applications Language – is a general purpose, high-level language for applications on micro, small, and medium scale computers. It has been chosen by the Ministry of Defence as an inter-service standard for military programming for weapon systems and has been progressively adopted as a standard language for real time and process control systems in industry, by a growing number of organisations. It is mainly intended for use in systems applications involving dedicated computers, where assembly languages might otherwise be used.

First exhibition appearance

Brownhills Sheet Metal and Engineering Co Ltd, the West Midlands specialist manufacturer of steel wheelbarrows and metal fabrications, will be making its first exhibition appearance at the International Spring Fair, at the National Exhibition Centre, Birmingham, 6 to 10 February next year.

The decision to take space has been prompted by an encouraging interest in the company's products and services by overseas concerns.

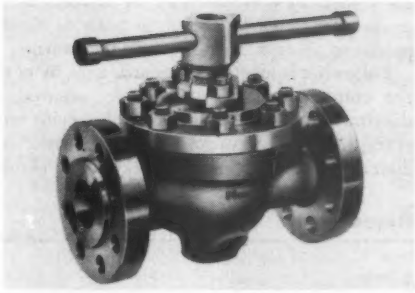
Early bookings for stand space

Confidence in the future of the UK market is reflected in the response by exhibitors to next year's International Domestic Electrical Appliances Trade Fair, says Mr K. M. Hendley, Director of the Association of Manufacturers of Domestic Electrical Appliances.

The exhibition is to be held in Birmingham from 24 to 27 May. At a ballot for space Mr Hendley said that 67 per cent of available stand space had been sold in the first six weeks. Inquiries were still coming in.

'The industry is aiming for a peak recovery by the end of 1977. Our job is to sell into the trade and into the pipeline which is of considerable length. But if our products are not in the shops when the peak is reached then we will not sell them', he added. 'We hope IDEA through its international appeal will bring foreign buyers to see a wide selection of products made in the UK – more than could possibly be taken overseas to impress them on their own home territory.'

Mr Hendley said the fallen value of the pound sterling had seriously hit new purchases of major appliances (10 per cent down on 1975), intermediates (30-40 per cent down) and portables (20 per cent down) but the replacement market was steady.



Truflo top entry ball valve.

Top entry valve range has easy maintenance feature

Truflo Ltd, a member of the Wilmot Breeden group, is launching a range of ASA 600 top entry full bore valves in sizes from 2 in to 12 in nominal bore. The valves comply with ANSI B.16.5 class 600 and BS.4504 specifications and have face to face dimensions in accordance with ANSI B.16.10 and BS.2080.

They are in stainless, carbon and low temperature steels and a standard feature is an anti-static device conforming to BS.5451. All are firesafe in accordance with BS.5146. They have the Truflo top entry feature for easy inline maintenance.

Full house for Inspex 77

Every square metre of exhibition space has been sold for Inspex '77, the seventh International Engineering Inspection and Quality Control exhibition, which opens at the National Exhibition Centre, Birmingham, next year from 28 March to 1 April. More than 65 manufacturers and agents from 20 countries will be exhibiting products and services covering the entire field of engineering inspection, testing, metrology, quality control and assurance to potential buyers from all over the world. Last year some 5,500 engineers and technicians visited the exhibition.

Already there is keen interest from engineering buyers from the UK and overseas. Inquiries have been received from South Africa, Saudi Arabia and the Korean Standards Institution.

Government sales

Ministry of Defence

Sales by auction

1 December 1976 – Miscellaneous stores

Location
The Embassy Suite, Balkerne Lane, Colchester

Auctioneers
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester, Essex CO1 1PW (tel. 0206-46161)

The stores which are lying in various depots in East Anglia include a Land-Rover, Morris 30 cwt van, Austin 15 cwt van, lathes and other machine tools, MT spares, electronic equipment, tools, weighcells, cash registers and other cash accounting machinery, various items of service clothing, carpets, rags, crockery, furniture, scrap metals and many other items.

4 December 1976—Furniture

Location
Ordnance Support Unit RAOC, Leyburn Road, Catterick Garrison, North Yorkshire DL9 3LL

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532-450898)

A small sale of approximately 400 lots of household furniture and effects which will be sold as single items or in small quantities.

9 December 1976—Miscellaneous stores

Location
The Golden Lion Hotel, King Street, Stirling

Auctioneers
Dixon and Wallace Ltd (Dept L), Bank Buildings, Graham Square, Glasgow G31 1AW (tel. 041-554 2447)

The stores are lying in various depots in Scotland and include many items of service clothing and textiles, vehicles, machine tools, plant and other equipment, furniture and many other interesting items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL; or by telephoning 01-828 3400.

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New products

PVC coated roller conveyors

Metalrax Conveyors Ltd, Birmingham, is now producing a version of its gravity conveyor using rollers made from Tru-Coat Vyflex plastic coated steel tube.

The specially coated rollers are said to be particularly suitable for conveying delicate products, in materials such as glass and china, and also relevant to the handling of engineering components with a high standard of surface finish. Another important application is in environments where it is important to minimise noise. The coating is extremely noise absorbent.

Specially coated rollers from Metalrax Conveyors Ltd, Birmingham.

Isolator provides 100 per cent sealing

Metro-Flex Twinblade single-flap isolators, designed to give 100 per cent sealing along the duct.

The Metro-Flex Group claim a significant contribution towards industrial safety with the introduction of its Twinblade single flap isolator.

Designed specifically for isolating pulverised-fuel mills from the primary air supply in power stations either during fire emergencies or for routine maintenance, the isolator has been developed in association with the technical staff at Tilbury power station. Prototype units operating at Tilbury for some eight months are said to have proved eminently satisfactory.

Although designed with the unique problems associated with power stations in mind, the equipment can be used for other industrial applications; in fact in any situation where 100 per cent sealing along the duct is essential.

Low cost signal generators

Marconi Instruments Ltd, a GEC-Marconi Electronics company, has added new versions of the TF 2015 10-520MHz general purpose am/fm signal generator to its range of test and measuring instruments. They offer alternative deviation ranges.

The new TF 2015/1 is a narrow deviation instrument with three ranges of 2.5kHz, 5kHz and 25kHz full scale while TF 2015/2 is a wide deviation variant with ranges of 20kHz, 100kHz and 500kHz.

The TF 2015/1 is described as particularly suitable for mobile radio and other narrow band applications where the ease of setting low deviations makes it ideal in manufacture and servicing. The TF 2015/2 is designed for measurements on multi-channel systems such as those used in data communication and telemetry.

Mag-tape reconditioning should save costs

Crow of Reading have introduced to the UK and Western Europe, the TCR2 ProtecTape magnetic tape reconditioning unit and claim that savings in tape cost and wear and tear on recorders can be achieved together with improved recording quality and increased tape deck utilisation.

It is claimed that the useful life of tapes can be extended by as much as 80 per cent, that up to 90 per cent of dropouts can be eliminated and that the replacement of recording heads can be reduced by up to 50 per cent.

Four-speed paint filling machine

A fully automatic filler for the paint industry, developed by Bexuda Ltd, of Wembley, has a choice of filling nozzles enabling different types of paint, and a full range of containers from ½ litre to five litres to be handled at up to 70 litres a minute depending on can and paint.

A novel pneumatic control system using two adjustable micro switches gives a completely adjustable range of four different speeds during the filling stroke. This simulates the cam controlled filling systems on more costly fillers and is covered by patent and trade mark applications. Two pneumatic non-drip nozzles carry interchangeable calibrated rose ends for different can sizes and adjust easily for can height and centres.

Thermocouple connectors

A new range of plug and socket connectors for thermocouples is available from TC Wires and Cables Ltd.

Available in all the common calibrations, the basic plugs and mating sockets have body colours unique to the particular calibration and have polarised pins to ensure correct connection.

Accessories include fixtures for cable, panel or tube mounting. Other variants include dual circuit and high temperature ceramic connectors and multicircuit socket panels for up to 450 channels.

Technology news

Long-distance communication by waveguide

The Post Office is considering a communications 'highway', in which 500,000 telephone calls can be carried at once in a tube about the diameter of a car exhaust pipe.

This follows field trials of the system, known as millimetric waveguide, which has been developed by the Post Office research department in co-operation with industry.

Together with BICC and Marconi the Post Office intends to form a team devoted to selling the system to other countries.

The first step is to evaluate proposals for installing a waveguide between Bristol and Reading. This is the culmination of a decade of research into waveguides as part of the study of new telecommunication systems to meet growing demands for existing services and prepare for new ones.

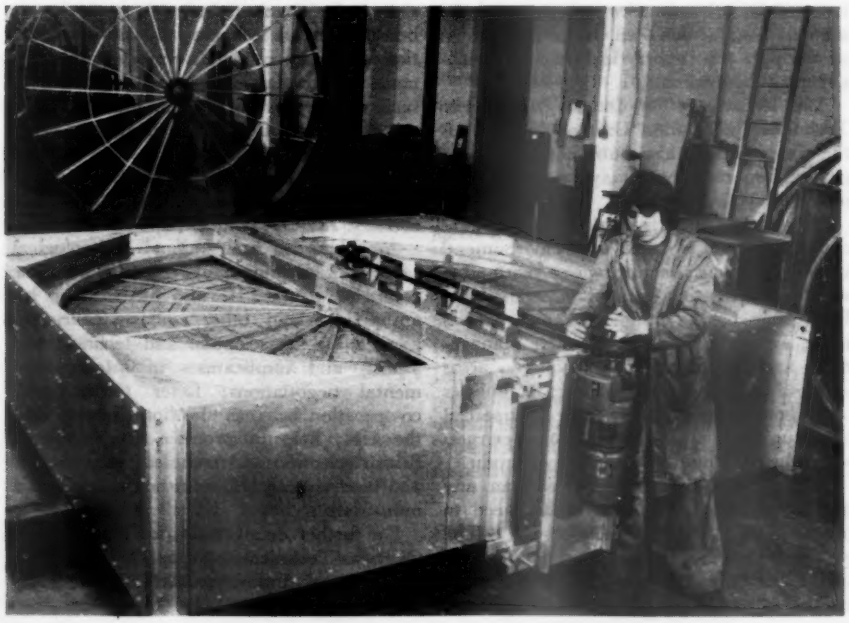
Work so far has demonstrated that waveguides are a practicable proposition for long-distance communications between centres of population, with a huge capacity for 'phone calls, television and other services. It opens up opportunities for providing, quickly and cheaply, the extra capacity that would be needed to meet demands for new services such as conference television and facsimile – or even viewphones.

With its capacity of half-a-million 'phone calls, or some 300 television pictures, waveguide has an advantage over conventional telephone cable. At present the largest inter-city cable in service can carry just over 16,000 'phone calls at once, or one tv picture. A supercable planned to link London with the Midlands and northwest of England will have a capacity of nearly 100,000 calls – large by normal cable standards but barely a fifth of a waveguide's capability.

Waveguide uses a new method of sending 'phone calls – known as digital transmission – which is being progressively introduced into Britain's telecommunications network. This converts the wave pattern of telephone speech into on-off electrical impulses, and makes more effective use of existing cables, enabling them to carry a mixture of services – such as television, computer data, and facsimile as well as speech – more cheaply than at present. But whether really high-capacity inter-city digital transmission by cable will ever be practicable has yet to be determined.

The Post Office is also developing another digital transmission system for possible use in Britain. Known as optical fibre communications, this uses beams of light sent along hair-thin glass fibres as the medium for carrying 'phone calls.

A 'CN heat regenerator' designed to recover heat from the hot exhaust air stream being given out by a paper coating machine, in order to preheat the incoming air. With their sizeable energy bills, the process industries are now showing increasing interest in this type of system, made by Curwen and Newberry Ltd of Westbury. Rotary air to air machines can also be used in air conditioning, where they take the heat out of the exhaust air and transfer it to the incoming (fresh) air. Photograph shows the final assembly of an exchanger being fitted with its gearmotor, manufactured by Electropower Gears Ltd of Aylesbury.



Re-using water in Wales

A new water treatment service – said to be the first of its kind in Europe – has been installed at the textile factory of Laura Ashley, in Carno, Wales.

It allows the company to treat and recycle as much as 100,000 gallons of water a day, more than enough to keep the plant in full production.

The new system for water treatment and pollution control, supplied by the Chemviron Adsorption Service, removes the organic pollutants from industrial waste so that the treated water can be used again and again. Unlike other water treatment systems, Chemviron invests the money in the plant and technical back-up services, and the customer pays a monthly service fee.

The plant consists of a motor control centre, which includes two sand filters, two adsorbers, and a transfer module which allows the carbon to be changed without interrupting operation. The discharged coloured water from the textile factory first flows through the pressure filters to remove solids, and then passes through beds of granular activated carbon in the adsorbers where the colour and dissolved organic contaminants are removed.

Inquiries to: Chemviron, 34 Union Street, Oldham, Lancashire.

Prevention of accidents exhibition

The Royal Society for the Prevention of Accidents is sponsoring next spring a three-week national tour by exhibition train, 'Worksafe 77', which enables suppliers of equipment and services with marketing features relevant to occupational health and safety to meet executives of industry and trade unionists.

'Worksafe 77' will visit 15 cities in England, Scotland and Wales for one-day exhibitions. These will include the demonstration of products ranging from electro-magnets and welding fume eliminators, to the latest developments in maintenance, safety apparel, equipment and services to improve environmental conditions in factories, and machinery and plant which incorporate special design features for safer operation.

During the period 18 April to 6 May, the train will call, successively, in London (Marylebone), Cambridge, Leicester, Hull, Sheffield, Newcastle upon Tyne, Aberdeen, Stirling, Carlisle, Liverpool, Manchester, Birmingham, Cardiff, Bristol and Portsmouth and Southsea.

Inquiries to: Rea Mobile Marketing, Marketing House, Russell Road, London W14 8JB, tel. 01-602 6952.

Monitoring technology overseas – Counsellors (science and technology) at UK embassies

by Peter Reilly, Overseas Technical Information Unit, Department of Industry

A small but well qualified group of officials in the British embassies of Washington, Moscow, Tokyo, Bonn and Paris have the job of keeping government departments and private firms at home up-to-date about technological and scientific developments in the host country.

The countries concerned are among the most technologically advanced in the world and they face many of the same kinds of problems as we do, especially those arising from the conflicting demands of industrial expansion and the protection of the environment.

These counsellors (science and technology) are either career diplomats who have a scientific or engineering background or else are members of the scientific civil service who have been loaned by other departments to the Diplomatic Service. In some capitals, for example Tokyo and Washington, the counsellor heads a small team: in others he may operate with little assistance; a particularly demanding arrangement since the quantity of information which counsellors are required to weigh and sift is very large indeed. Industrial technical reports and documentation, government statements on technical and scientific policy, forward planning of government expenditure, facts and impressions gained on visits inside the country, predictions by informed commentators on developments in various industries – all must be scrutinised for possible implications for the United Kingdom. Not only does the counsellor need a considerable breadth of technical literacy he must have an almost sixth sense for what is significant.

He does of course receive guidance. The Department of Industry's Overseas Technical Information Unit (OTIU) has a special responsibility for keeping the counsellors fully briefed on requirements at home in government departments and in industry. Indeed before he is appointed, and again mid-way through his tour, each counsellor visits a large number of 'clients' in the public and private sectors in the United Kingdom in order to find out which areas of technological development are of particular interest to us. But there still remains a vital element of personal judgement in what a counsellor chooses to report.

For some of his time, though, the agony of decision-making is reduced since he often deals with specific requests from individual firms or sections of government. Among current examples of this kind of work is a request from a UK car manufacturer for help in persuading senior officials in an importing country to clarify certain regulations relating to the mechanical and operating characteristics of his vehicles. Such clarification should ensure that at the design stage steps can be taken to ensure that the cars will be acceptable in the overseas market.

Another current example concerns a UK research organisation which is just in the process of landing an attractive foreign contract. In this case the first approach to the UK organisation was made through the counsellor on the spot, and he has subsequently been able to help with the negotiations.

Recently a report by a scientific counsellor on the host country's difficulties in implementing new pollution regulations alerted a UK manufacturer of monitoring equipment to a gap in a foreign commercial market which he was quickly able to exploit.

Such immediate and tangible benefits are of course especially rewarding. More often though the counsellor's efforts are aimed at providing early warning of technological developments likely to have reverberations through an entire industry and at describing – in general terms – the government policy and organisation of R and D in the host country. We have seen how quickly concern for the environment in the USA grew into a major influence in UK car design, how a capability to manufacture transistors revolutionised the electronics industry, how sophisticated production line technology played its part in the competitiveness of Japanese exports.

The fact is that the industrial strength, commercial competitiveness, economic stability and environmental health of all advanced industrialised societies is so sensitive to technological change that all of them, and many of those on their way to industrialisation, have a similar world-wide network of scientific and technical advisers. Indeed, in this area, the world pays us a compliment, for whereas the UK has scientific counsellors operating in five countries throughout the world no fewer than 21 countries operate scientific diplomats in London – an eloquent comment on the part this country has played in technological innovation.

The Department of Industry's Overseas Technical Information Unit not only briefs the counsellors, it also publishes their more general reports. There may be a report of interest to your firm.

For example, there is a series of publications called 'Technology and the Environment' which is published once or twice a year and to which all scientific counsellors contribute. Each issue has a different theme such as noise, air pollution control, water management and the recycling of resources, areas where there could be effects on UK policies and where there are likely to be commercial opportunities for UK firms. A few extracts will show the kind of material they contain.

'The Japanese, more perhaps than any other nation, are conscious of the need to measure and control pollution . . . The equipment used (to monitor air pollution) is mainly of Japanese manufacture and is reliable rather than sophisticated. There is an identifiable market for more precise air pollution monitoring equipment, for more reliable instruments to monitor water pollution and for methods of monitoring other forms of pollution such as noise, heavy metals in the atmosphere, sea and marine pollution . . . The Tokyo Metropolitan Government is anxious to extend the (water) monitoring system and there is a plan to increase the number of measuring points to about 150 in the Tokyo area alone. A consensus of opinion regards it as preferable to operate an on-line system – as in the case of air pollution — but here the Japanese are still facing various unsolved technical problems, such as long term reliability of suitable equipment in a water environment.'

'The (air pollution) monitoring network in the Rouen area . . . is likely to serve as a model for new networks to be established in France in the coming two to three years . . . By 1978 there will be more than 750 fully automatic air sampling analysers in service . . . France is making considerable efforts to establish standardised pollution monitoring techniques . . .'

'One of the foremost priorities in monitoring (in the United States) is the development of inexpensive, easily useable and low maintenance instrumentation for field collection and laboratory analysis. A requirement for such instruments is a capability to measure pollutant levels in the environment more accurately than do currently applied methods Moreover, methodology must be developed to ensure that the samples collected are truly representative of the area requiring quantification.'

'Canada's first priority in controlling possible harmful contaminants is to foster the best practicable technology to contain pollution at its source . . . Inventories are being made of potentially hazardous air pollutants, such as mercury, beryllium, lead, asbestos, zinc, cadmium, fluoride, manganese, arsenic and vanadium . . .'

Other publications give on-the-spot descriptions and assessments from a single country. Ask OTIU for details.

Acting as an international technological reporter is of course only one of a scientific counsellor's tasks. He also has to keep his ambassador and other embassy colleagues advised on the scientific and technological aspects and implications of inter-governmental negotiations; foster technological co-operation between the host country and the UK; help to promote the image of British scientific and technical achievement and brief visiting UK ministers, officials and industrialists.

For further details write to: Peter Reilly, Overseas Technical Information Unit, Department of Industry, Abell House, John Islip Street, London SW1P 4LN.

Parliament

Monday, 8 November

British Leyland sales in USA

Sir Frederic Bennett (Torbay) asked what were (in dollar terms) the most recently announced British Leyland sales in the USA compared with the same period one and two years ago, respectively.

Mr Meacher: 'Exports are not recorded by manufacturer in the overseas trade statistics. However, according to SMMT figures, registrations of British Leyland cars in the USA during the last two years and the first six months of 1976 were as follows:'

1974	53,265
1975	69,541
January-June 1975	36,911
January-June 1976	28,634

Cut-price airline tickets

Robert McCrindle (Brentwood and Ongar) asked what evidence had been received from the Board of Airline Representatives in the United Kingdom on airlines engaging in cut-price ticket marking and what action would be taken against airlines engaged in cut-price marketing of tickets.

Mr Clinton Davis: 'The Board of Airline Representatives in the United Kingdom has put before the department statements from purchasers of cut-price tickets, and copies of the tickets themselves, which *prima facie* point to a small number of airlines engaging in this trade. The evidence is being examined to establish whether there has been a breach of the Air Navigation Order which would warrant prosecution, or whether any other action would be appropriate.'

Trade with Japan

Michael Morris (Northampton South) asked what action the Secretary of State for Trade was proposing to take over the dumping of Japanese tapered and other bearings in view of the recent discussion with the Japanese.

Mr Meacher: 'An application for community anti-dumping action against imports of rolling bearings (including ball and tapered roller bearings) from Japan has been made to the European commission by the committee of the European bearing manufacturers' associations. This application will now be considered by the EEC anti-dumping committee.'

Mr Morris also asked if restrictions on shoe imports into Japan from the United Kingdom would be lifted.

Mr Meacher: 'We have made representations to Japan on a number of occasions about her import restrictions on footwear, and this was one of the matters which the CBI raised with the Keidanren during their recent visit to this country.

'I hope the Japanese government will give serious consideration to removing this among other barriers to our exports as part of a major drive by Japan to increase purchases of manufactured goods from this country.'

John Osborn (Sheffield, Hallam) asked the Secretary of State for Trade: 'Following discussions between the commission and the EEC and his own initiatives, what is the extent by sector and in total to which there will be a reduction in imports from Japan and an increase in exports to that country next year; and when he expects the deficit in balance of trade to be at least substantially reduced if not eliminated?'

Mr Meacher: 'We have made it clear that the recent level of our visible trade deficit with Japan is unacceptable and that we expect Japan to buy substantially more from us in the near future. Our views are being considered urgently in Japan and I hope for early action. The Japanese are continuing to co-operate over their own exports in a number of sensitive sectors.'

Retail prices

Robert Adley (Christchurch and Lymington) asked 'What was the increase in retail prices for the 12-month periods October to September 1973-74, 1974-75 and 1975-76, respectively?'

Mr Maclennan: 'Between 18 September 1973 and 17 September 1974 the General Index of Retail Prices increased by 17.1 per cent. The rates of increase over the 12 month periods to 16 September 1975 and 14 September 1976 were 26.6 and 14.3 per cent respectively.'

Percentage price increases

Mr Adley asked the Secretary of State for Prices and Consumer Protection, what was the percentage increase in prices during the periods: October 1973 to September 1974, October 1074 to September 1975 and October 1975 to September 1976 of tea, butter, sugar, milk, potatoes, bread and coffee.

Mr Maclennan gave percentage price changes for the commodities specified in the table below. These have been derived from information gathered by the Department of Employment for the Retail Price Index.

	Percentage increase on a year earlier		
	17 Sep 1974	16 Sep 1975	14 Sep 1976
Tea per ¼ lb:			
Higher priced	8.3	7.7	11.1
Medium priced	9.6	14.3	14.4
Lower priced	7.5	10.5	13.7
Butter per lb:			
New Zealand	8.5	29.7	53.2
Danish	8.4	30.4	44.8
Home produced	4.3	36.4	43.6
Sugar – 2 lb granulated	27.7	95.3	–9.9
Milk, ordinary – per pint	–18.2	55.6	35.7
Potatoes – per lb:			
white, loose	34.8	119.4	64.7
red, loose	33.3	105.6	59.5
Bread:			
white 1½ lb wrapped and sliced	27.5	15.1	15.0
white 1½ lb unwrapped	31.2	14.7	18.3
white 14 oz	33.8	11.6	25.5
brown 14 oz	31.6	10.6	22.6
Coffee, instant – 4 oz	16.3	4.5	46.8

Company liquidations

Mr Adley asked the Secretary of State for Trade, how many firms went into liquidation in the 12 months October 1973 to September 1974, October 1974 to September 1975 and October 1975 to September 1976.

Mr Clinton Davis gave the numbers of company liquidations in the UK during the relevant periods as follows:

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Leslie Huckfield
Robert Cryer

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

	Total	Of which, members' voluntary liquidations
1 Oct 1973 to 30 Sep 1974	7,367	4,084
1 Oct 1974 to 30 Sep 1975	9,294	4,053
1 Oct 1975 to 30 Sep 1976	10,752	4,613

Note: Company liquidations comprise compulsory liquidations and creditors' voluntary liquidations, in which the company is insolvent, and members' voluntary liquidations, in which the company is not insolvent. The figures are for liquidations begun during the periods.

National Committee on Computer Networks

Questions were asked by Michael Brotherton (Louth) on the National Committee on Computer Networks.

Mr Williams gave the committee's terms of reference, as follows:

'To consider the development of computer networks in the light of national economic and social factors with particular reference to:

the joint interests of the users, and of hardware and software suppliers;
national and international standards;
the relationship between private and public networks;
collaboration with overseas countries.

'To provide a forum for discussion between the major parties concerned with computer networks, including Post Office and government departments, and to give advice to industry and government on computer networks.

'To undertake studies into aspects of computer networks as required, either through the industry divisions of the Department of Industry, through the Computers, Systems and Electronics Requirements Board, or directly.

'To keep the Secretary of State for Industry informed of its activities, publish an annual report and issue public statements as it considers necessary.'

The overall cost of the committee to public funds is estimated to be £46,000 per year; the director's salary is £8,650 per year; the chairman is paid a modest daily fee and the members are unpaid.

Achievements in industry

Peter Hardy (Rother Valley) asked if the Secretary of State for Industry would publish each month a list of the recent successes and achievements of both private and public sectors of British industry.

Mr Huckfield: 'My department's weekly magazine *Trade and Industry* regularly publishes details of industrial successes of British firms both at home and overseas. There are sections devoted to new products and technology developed by both private and public sectors of British industry and I understand the editor is always pleased to hear of new developments.'

Meriden Co-operative

Audrey Wise (Coventry South West) asked if the Secretary of State for Industry would make a statement on the financial assistance grants to the Meriden Co-operative.

Mr Williams said that the co-operative received a grant of £750,000 under section 8 of the Industry Act in March 1975 when it was set up. The government also made £4.2 million available in the form of a loan.

Planning agreements

Patrick McNair-Wilson (New Forest) asked the Secretary of State for Industry, whether any planning agreements under the Industry Act 1975 had yet been concluded.

John Garrett (Norwich South) asked if the Secretary of State would report progress on drawing up planning agreements with leading companies.

Ivor Clemitson (Luton East) asked how many planning agreements had so far been reached; and with what companies.

George Rodgers (Chorley) asked what was now the extent of progress towards the achievement of planning agreements; and with which sectors of industry negotiations were taking place.

Mr Varley, answering the questions together, said: 'As the House knows, detailed discussions are in progress with eight companies in the process plant, turbo-generator and motor vehicle sectors of industry. Planning agreements are also being introduced with three nationalised industries. Announcements will be made as further companies agree to enter into operative discussions, and statements on the conclusion of planning agreements will be laid at the appropriate time.'

Cable and Wireless Ltd

Ian Gow (Eastbourne) asked on what date Cable and Wireless Ltd became a company wholly owned by the government; what had been the net profit, after tax of the company in each year since that date; how much had been paid out in each year by way of dividend since that date; and what was the market value of shares in the company.

Mr Huckfield: 'The company became wholly government-owned on 1 January 1947. The figures for 1970-71 and subsequent years are tabulated below.

Year	Group profit after taxation £000	Dividend £000
1970-71	4,256	2,400
1971-72	3,639	1,500
1972-73	5,947	1,470
1973-74	7,771	1,809
1974-75	8,985	2,145
1975-76	11,286	2,730

Comparable figures for earlier years are not readily available. There is no market for the company's shares and therefore no market value can be quoted.'

Mr Gow also asked for a list of the chairmen of Cable and Wireless Ltd since the date on which the government acquired a majority of shares in the company, the dates on which each chairman took up and relinquished his appointment and the age of each chairman on taking up his appointment. He further asked on what date Mr H. G. Lillicrap was appointed part-time chairman of Cable and Wireless Ltd; on what date he gave up that appointment; and with effect from what date his successor has been appointed.

Mr Huckfield gave the following information:

	Took up office	Retired	Age on appointment
Colonel Sir Arthur Stanley Angwin	January 1947	April 1951	56
Major-General Sir Leslie Nicholls	April 1951	February 1956	55
Sir Godfrey Ince	February 1956	December 1960*	64
Sir John McPherson	January 1962	November 1967	64
Colonel Donald McMillan	November 1967	February 1972	60
Mr H. G. Lillicrap	1 March 1972	28 October 1976	58
Mr Edward Short	29 October 1976	To date	63

* Died in office.

Assistance to industry

John Moore (Croydon Central) asked the Secretary of State for Industry, further to his answer in the Official Report, *column 423 of 29 October, that funds have been advanced by Parliament as assistance to industry, why it was not possible to have the amount advanced to companies and the projects for which the amounts were advanced published in the* Official Report, *as well as in* Trade and Industry.

Mr Williams: 'About 1,000 offers of selective assistance under sections 7 and 8 of the Industry Act 1972 are made each year. These are already published, in accordance with arrangments announced to the House on 31 July 1974, in *Trade and Industry*, which is available to members in the library of the House. To duplicate this by publishing the information also in the *Official Report* would involve considerable and unnecessary expense.'

Survey of share ownership

Richard Wood (Bridlington) asked the Secretary of State for Industry, what proportion of the estimated cost of his survey of share ownership had so far been incurred.

Mr Huckfield: 'About 80 per cent.'

Giro results

Nicholas Ridley (Cirencester and Tewkesbury) asked what were the results of the Giro in terms of return on capital employed for 1975-76: on the reconstructed capital and on the capital before reconstruction, respectively.

Mr Kaufman: 'Expressed as a rate of return on its average capital employed after reconstruction, that is public dividend capital, advances from the National Loans Fund and profit, Giro achieved a return of about 7.0 per cent on its 1975/76 results. The comparable figure, before reconstruction, would have been about 4.5 per cent.'

Bolton Report

Ceraint Howells (Cardigan) asked for a statement about the recommendations contained in the Bolton Report.

Mr Cryer: 'Fifty of the Bolton Report's 56 recommendations to government were accepted and have been acted on. The remainder have not been implemented because they were either unacceptable in principle or regarded as impracticable.'

Aerospace industry

Mr. Adley asked what political and economic policy guidelines the Secretary of State for Industry intended to frame for the proposed British aerospace industry.

Mr Kaufman: 'The government will be looking towards the British Aerospace Corporation to develop a strategy based upon profitability coupled with maximum employment opportunities, with emphasis on collaborative ventures with suitable partners in Europe, the United States and elsewhere.'

Tuesday, 9 November

British Lion and EMI

Hugh Jenkins (Wandsworth, Putney) asked if the Secretary of State for Trade would confirm that he approved the sale of the publicly owned preference share in British Lion to EMI.

Mr Dell: 'The NFFC kept my department in touch with their negotiations concerning the sale of this share in British Lion. The sale price was determined by the NFFC in negotiation with EMI and with the benefit of professional advice. I did not raise any objection.'

Horticultural glass

Neil Carmichael (Glasgow, Kelvingrove) asked for a statement on the progress of anti-dumping investigations on shipments of horticultural glass from Eastern Europe.

Mr Meacher: 'Progress on this case has been hampered by difficulty in finding evidence of imports of comparable products from another country. This is necessary to satisfy section 4(4) of the Customs Duties (Dumping and Subsidies) Act 1969. But we have recently acquired information which may allow us to proceed at least to a formal investigation. We are in touch with the industry about this new information. I cannot yet say how long the investigations will take. Until we have satisfactory prima facie evidence of dumping and material injury I cannot impose a provisional charge but as soon as we have such evidence I will, of course, consider it.'

Mr Carmichael also asked which trade agreements regulate trade between the UK and Czechoslovakia, Poland, Romania and Hungary; and which provisions of these agreements have been invoked in the anti-dumping investigation of horticultural glass from these countries. He also asked if the Secretary of State for Trade was satisfied that the trade agreements between the UK and Eastern Europe was sufficient to protect the UK glass industry from the dumping of horticultural glass from Eastern Europe.

Mr Meacher: 'The UK no longer has bilateral trade agreements with any of these countries. Trade between them and members of the community is now regulated by EEC council decisions after consultation with member states. This change does not affect dumping which is governed by the provisions of the Customs Duties (Dumping and Subsidies) Act 1969 and the relevant EEC regulation. Section 4(4) of the act provides that dumping of goods from state-trading countries is to be established by comparing their UK import price with that of comparable goods imported from another country. Production and transport costs in Eastern Europe are therefore not relevant.'

Wednesday, 10 November

Frozen foods

John Cartwright (Greenwich, Woolwich East) asked about publication of the report of the Monopolies and Mergers Commission on the supply in the UK of frozen foodstuffs for human consumption.

Mr Fraser's reply was published in *Trade and Industry* of 12 November, page 402.

Food subsidies

Mike Thomas (Newcastle upon Tyne East) asked if any changes were planned in the level of food subsidies.

Mr Hattersley's reply is published on page 478.

Company registrations

Neville Trotter (Tynemouth) asked how soon after documents were lodged at the former Companies House in London they were filed on the record of the companies concerned; whether it was intended that documents should be filed as speedily after submission to the new Companies House: and in how many cases documents have in fact taken more than: (a) two weeks, (b) four weeks, (c) six weeks and (d) over six weeks to be filed under the new system; and what has been the longest delay before documents have been filed after lodgement.

Mr Clinton Davis: 'The filing of documents for presentation to the public at the former Companies Registration Office in London was generally achieved within six to fourteen working days following receipt. It is expected that speedier presentation will be possible when the move to the new office in Cardiff is completed, although significant delays have occurred during the transitional stage. No information is readily available on the time taken to file individual documents, but the average time between receipt of a document and its preparation for presentation on microfiche is now normally less than ten working days.'

US Department of Justice and British shipping companies

John Prescott (Kingston upon Hull East) asked what advice had been given to British shipping companies about releasing documents to the United States Department of Justice concerning their activities on the North Atlantic shipping routes.

Mr Clinton Davis: 'None of the documents demanded in the Department of Justice investigation and which are situated in the United Kingdom are within the proper jurisdiction of the United States authorities; disclosure of such documents would constitute an infringement of the jurisdiction which under international law belongs to the United Kingdom. The Shipping Contracts and Commercial Documents Act 1964 was enacted to protect the UK's legitimate interests in this area. My rt hon friend has accordingly given directions under section 2 of the 1964 Act to those persons in the UK who are recipients of subpoenas in this case, prohibiting the disclosure of documents located in the UK, or any information compiled from such documents.'

Duty free quotas of paper

Tom King (Bridgwater) asked what action is being taken over discussions with Efta countries on the duty free quotas of paper and the operation of the ratchet clause, in the light of the recommendation of the NEDC Sector Working Party on Paper and Board.

Mr Meacher: 'Discussions have taken place with the Efta countries on the quota arrangements. The UK proposed the removal of the so called "ratchet" clause to enable downward revision of quotas at times of recession. The Efta countries however were opposed in principle to this provision and despite exploring variations no progress could be made. Discussions with the Efta countries are now taking place to fix quota levels for 1977.'

Imports of cotton shirts

Nicholas Winterton (Macclesfield) asked how many woven cotton shirts were imported from India in 1975 and in the first nine months of 1976, respectively.

Mr Meacher: '2.8 million were imported in 1975 and 7.1 million during the period January to September 1976.'

Cotton shirts from India

Mr Winterton asked: 'What is the 1976 quota under the multi-fibre agreement for woven cotton shirts from India, what categories of woven cotton shirts are imported from India which are not subject to quota restraints; and how are such shirts identified; and what departmental action is being taken to ensure that woven cotton shirts imported from India as being outside quota restraints do not actually come within the quota?'

Mr Meacher: 'The United Kingdom share of the 1976 quota for men's and boys' woven cotton shirts under the terms of the EEC/India textile agreement is 710,437 shirts. The agreement provides that certain handloom and textile handicraft products may be imported outside the quota, provided that they are certified as such by the Indian authorities in the form set out in the agreement. Woven cotton shirts from India may therefore be imported without restriction as to quantity provided that a handloom certificate, issued by the Indian authorities, is produced when application is made for a UK import licence.'

Mr Winterton also asked how many woven shirts imported from India in 1975 were not subject to the quota restrictions existing at that time; and how many of the 1976 imports were not subject to the quota restraints agreed within the multi-fibre agreement.

Mr Meacher: 'Licences have been issued outside the quota for the import of:

1975	4,611,000
1976 (Jan to Oct)	9,710,000

woven cotton shirts from India, certified as handloom products. Actual imports have been substantially below these levels, but precise figures are not available.

'Imports from India of woven shirts other than of cotton, not subject to quota restrictilns, were as follows:'

1975	79,164
1976 (Jan to Sept)	32,064

Indian textile export subsidy

Mr Winterton asked for details of the export subsidy for textiles operated by the Indian government.

Mr Meacher: 'I understand the government of India pays cash grants to exporters of certain products including man-made fibre, silk and cotton textiles to compensate for manufacturing disadvantages such as the high cost of materials, the small scale of production and certain local taxes which cannot be refunded on exports. On textiles they are believed to amount to between 10 and 17½ per cent of the fob value.'

Export Year

Christopher Brocklebank-Fowler (North West Norfolk) asked: 'How many companies have become new exporters as a result of Export Year, how many companies are now taking part and what has been the cost from public funds for Export Year?'

Mr Meacher: 'By midday on 9 November 721 organisations have notified their inten-

tion of running an Export Year. Among these are 33 of the top 100 exporters either as complete groups or through important subsidiaries; this extends the coverage to well over 800 units and to a very large number of employees. The British Overseas Trade Board have so far committed £43,278 of non-staff expenditure on Export Year.

'The concept of Export Year is addressed to established exporters and newcomers alike and, therefore, we have not sought to distinugish the newcomers from the rest.

'I hope moreover that any firm which exports directly or indirectly will seriously consider running a Year. The campaign will continue through 1977.'

Thursday, 11 November

Imports of paper

Michael Shersby (Hillingdon, Uxbridge) asked how many tons of manufactured paper were imported for each of the past five years; and what was the value of such imports year by year.

Mr Meacher gave the following information:

	Thousand metric tons	£ million cif
1971	2,645	228
1972	3,050	277
1973	3,261	352
1974	3,729	644
1975	2,651	548

Note:

These figures cover all imports under heading SITC(R) 641 ('Paper and Board') except building board and wallpaper.

UK overseas trade

Nigel Forman (Sutton, Carshalton) asked how much in percentage terms exports had increased to each of Great Britain's 20 major national trading partners over the two years from October 1974: in value and volume.

Mr Meacher: 'Export figures for October 1976 have not yet been published. The following table shows the percentage changes between October 1974 and September 1976 in the value of our exports to our 20 major markets in 1975 as a whole. Information on the volume of exports by market is not compiled.'

Government assistance to industry

John Moore (Croydon Central) asked where the offer of £3,669,900 government assistance to Lucas, £4,900,000 assistance to Ransome, £521,000 assistance to Cyanamid and £1,620,000 assistance to Dow, would be spent.

Mr Williams 'The assistance will be provided towards projects at the following locations:

Lucas Industries:
Sudbury, Suffolk
Gillingham, Kent
Rochester, Kent
Ransome Hoffman and Pollard, Stonehouse, Gloucestershire:
Newark, Nottinghamshire
Chelmsford, Essex
Ferrybridge, Yorkshire
Cyanamid of Great Britain, Gosport, Hampshire.
Dow Chemicals:
King's Lynn, Norfolk

East European glass

Neil Carmichael (Glasgow, Kelvingrove) inquired about the cost to the balance of payments in 1975 and 1976 to date, arising from the shipment of Eastern European glass into the United Kingdom; and whether the Department of Trade, in line with the Nedo industrial strategy, had publicised the facts and pointed to the pressing need for import substitution.

Mr Meacher: 'It is not possible to measure the balance of payments cost of these shipments precisely. However, the figure for imports cif of glass and glassware in 1975 was £5.5 million from the Eastern European countries compared with £80.3 million for total imports of such products and £476 million for total home sales. In the first nine months of 1976 imports cif from the same countries were valued at £5.8 million. Although imports from these countries form such a small proportion of total UK market, the government remains concerned that purchasers should be aware of the opportunities for obtaining their supplies from domestic sources.'

Expenditure on food

Peter Morrison (City of Chester) asked: 'What was the weekly amount spent on food by the average family in February 1974; and what it is now?'

Mr Maclennan: 'According to the National Food Survey, a family of two adults and one or two children spent, on average, £2.78 per person per week on food during the first quarter of 1974; in the second quarter of 1976, the latest period for which information is available, it was £4.06 per person per week. In both periods, these families spent about a quarter of their money on food in the home.'

Market	Per cent	Market	Per cent	Market	Per cent	Market	Per cent
USA and dependencies	+43	Irish Republic	+54	Italy	+90	Norway	+44
West Germany	+99	Sweden	+44	Canada	+18	Japan	+22
France	+92	Switzerland	+67	Nigeria	+271	Spain	+3
Netherlands	+53	South Africa	+2	Iran	+31	Finland	+35
Belgium/Luxembourg	+69	Australia	+5	Denmark	+92	New Zealand	—

Dafydd Wigley (Caernarvon) asked what was the balance of trade with the other member states of the EEC and with the rest of the world, respectively, in manufactured goods, foodstuffs, and in total, during each of the last five years.

Mr Meacher gave the following information:

CRUDE BALANCES(1) OF TRADE WITH EEC AND REST OF WORLD BY COMMODITY GROUP
Overseas Trade Statistics Basis — £ million

	EEC			Rest of world		
	Foodstuffs	Manufactured goods	Total	Foodstuffs	Manufactured goods	Total
1971	−503	+320	−255	−1,184	+2,502	−383
1972	−498	+26	−580	−1,257	+2,138	−804
1973	−699	−275	−1,172	−1,499	+1,822	−2,175
1974	−1,221	−637	−2,197	−1,525	+2,409	−4,437
1975	−1,474	−545	−2,386	−1,572	+4,204	−1,848

(1) The crude trade balance is the difference between exports fob and imports cif.

Friday, 12 November

Government Chemist – move to Cumbria

Robert Taylor (Croydon North West) asked what replies had been given to representations of the Institute of Professional Civil Servants concerning the proposed move of the Laboratory of the Government Chemist to Cumbria.

Mr Huckfield: 'My rt hon friend has told the Departmental Staff Side of the Whitley Council, which includes representatives of the Institute of Professional Civil Servants, on 27 July 1976 that the decision to move the Laboratory of the Government Chemist to West Cumbria must stand.'

Mr Taylor and Roger Sims (Bromley, Chislehurst) asked for the estimated cost of the removal of the laboratory to Cumbria; and how many jobs are involved.

Mr Huckfield: 'Until a site in West Cumbria is chosen it is not possible to give estimates of either the cost of the move or the associated savings. About 360 jobs are involved.'

NEB

Michael Grylls (North West Surrey) asked for a list of the executive and non-executive directors of the NEB stating the salary of each and date of their appointment.

Mr Huckfield: 'The full-time members of the NEB are the chairman (and chief executive) Lord Ryder of Eaton Hastings (£31,850 pa) and the deputy chairman, Mr L. F. Murphy (£26,000 pa). The part-time members are Mr D. Basnett, Mr J. L. Dickinson, Mr W. B. McK. Duncan, Mr. M. O. Edwardes, Mr J. Gardiner, Mr J. Lyons, Mrs C. M. Miles and Mr C. H. Urwin (all £1,000 pa). Mrs Miles was appointed on 25 February 1976; the other members were appointed on 27 November 1975.

'A number of the NEB's senior staff are designated directors; the terms of their appointment are a matter for the NEB.'

Prosecutions under the Post Office Act

John Gorst (Hendon North) asked for the number of prosecutions since 1953 under sections 58 and 68 of the Post Office Act 1953; by whom those prosecutions were instituted; and what statutory authority exists to determine who normally institutes proceedings under these two sections of the Act.

Mr Huckfield: 'I can only answer in respect of prosecutions instituted by the then Postmaster General or the Post Office: There may have been others brought from other sources. The Post Office tells me that since 1953 about 595 have been brought under section 58 of the Post Office Act, 1953; it is not aware of any under section 68. There is no statutory authority in the Post Office acts to determine by whom proceedings under these two sections should be brought.'

Overseas trade news

Dell speaks on interdependence and conflict in world trade

Edmund Dell, Secretary of State for Trade, said that the concept of world economic interdependence was under challenge from protectionist sentiments and those who cherished interdependence must fight for it.

In a major trade policy speech entitled 'Interdependence and Conflict in World Trade', Mr Dell told 2,000 businessmen, officials and diplomats attending the US National Foreign Trade Convention in New York on 15 November that there were two great principles without which freer trade and the development of interdependence would prove to be impossible.

The first of these was the principle of balance. Countries should have an opportunity to balance their accounts. The second principle of interdependence was 'if you sell products to me, it must be equally open for me to sell similar products to you if I am competitive.'

Mr Dell added that the seeds of economic conflict came from the desire of governments to protect their own people from the operations of the market if the effects were seriously adverse.

'No nation,' he said, 'can be prepared to accept with equanimity a serious relative decline just because that is the way the market with all its imperfections happens to be working. The US government intervenes in the market, and so do we.'

Mr Dell quoted four examples of US intervention which had caused concern but added, 'We have been greatly encouraged by several of the decisions taken by President Ford's administration in response to the pressures from US industry during this difficult period. I am sure that Mr Carter when in office will also have due regard to the international dimension of American action in the trade field.'

The four areas mentioned by Mr Dell were; the decision by the United States to impose quotas on imports of special steels; the failure of the United States to operate a material injury criterion in countervailing cases under Gatt; the desirability of the United States amending its anti-dumping laws to conform with the Gatt code; and the risk that anti-trust legislation could impede inward investment.

On the United States decision to impose quotas on the imports of special steels Mr Dell said, 'We consider that this action was unjustified; that no convincing evidence was produced that imports were a substantial cause or threat of serious injury to the US industry; that the difficulties facing the industry were caused primarily by world economic recession and not by imports; and that other measures could have been taken to deal with them. But, more important, the fact is that industry in other countries faces similar problems and such restrictive actions can only encourage protectionist lobbies worldwide. Countries whose economies are further behind that of the US in recovering from recession and which have more serious balance of payments problems may find it particularly difficult to resist these pressures.'

Mr Dell went on to say that the failure of the United States to operate a material injury criterion in countervailing cases had become a major concern to the United States' trading partners because of the opportunity this gave to protectionist pressure groups. He trusted that in the current multilateral trade negotiations (MTN) the United States would bring this countervailing law into line with the Gatt provision on material injury.

'Another related ground of concern,' he went on, 'is that, although the United States during the Kennedy Round signed the Gatt anti-dumping code, it has not fully lived up to its obligations where its provisions conflict with US anti-dumping law. It does not require evidence of material injury rather than just injury; and its procedures on the initiation of complaints are not in accordance with the Gatt code.'

To restore confidence in the USA as a negotiating partner, Mr Dell thought, it was highly desirable that the United States should take steps to amend its anti-dumping law to bring it fully into conformity with the Gatt code so that there could be no suspicion of incompatibility.

It was similar, he said, in the anti-trust area. There was need to have regard for the possible international implications of actions taken supposedly to promote competition. It appeared to the UK that United States anti-trust legislation was currently acting not to promote free competition but as an impediment to inward investment. 'Inward investment,' Mr Dell said, 'has been an important element in the interdependence of our two economies. At the end of 1975, direct UK investment in the US totalled $7 billion while US investment in the UK was $14 billion. In each case we are the single largest investor in the other's market.'

Mr Dell said he was not suggesting that foreign investment should be immune from national competition policies. It should contribute to them and, he hoped that that would be the way that American anti-trust legislation would actually operate.

Mr Dell also referred to the re-negotiation of the UK-US air services agreement.

He said that the Bermuda agreement had turned out to be a bad deal for Britain. 'We have tolerated this situation for many years. We are no longer prepared to tolerate it . . . Let us negotiate as between two friendly countries – and keep the temperature down. We are as interested as is the USA in competition and consumer freedom. The North Atlantic routes will always stimulate fierce competition between airlines. But I do not regard it as a valuable form of competition to have aircraft crossing the Atlantic half full. That is merely a waste of energy and of money and must result in higher prices to the traveller.'

On the UK economy, Mr Dell said that a principal error of policy had been to try to ignore the fall in the UK's real standard of living consequent upon the commodity price increase and in particular the oil price increase at the end of 1973. The consequent decrease in the real disposable national income of the UK was a fact. It could be bridged temporarily by borrowing but to bridge it in that way involved risks. It left the UK exposed to the flux and efflux of international confidence. Britain now needed a further transitional assistance from the IMF. But the world in which Britain had to live was not so much in love with the United Kingdom that it could take the risk of dependence on the goodwill of other countries.

'The process of the UK's adjustment to the new world economic situation,' he said, 'must therefore be hastened.' The UK will not be reversing its long standing commitment to economic interdependence. On the contrary we are determined to become an even stronger competitor. As a percentage of GNP our exports are about double those of the US and Japan.' He concluded, 'There is nothing that our economic situation may require us to do that we have not the will to do.'

Anti-dumping duty on alarm clocks from China

The Department of Trade has made an order converting the existing provisional charge to duty on imports of mechanical alarm clocks, other than travel alarms, from the People's Republic of China to a substantive anit-dumping duty of £0.90 per clock.

The order, the Anti-Dumping Duty (No 3) Order 1976 (SI 1976 No 1906) came into operation on 15 November and is retrospective to the date of the imposition of the provisional charge – 16 September 1976 – (see *Trade and Industry*, 17 September 1976, page 731).

Copies of the order are available from HMSO, 49 High Holborn, London WC1 or by post from HMSO, PO Box 569, London SE1.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1586: Imports from Romania of men's and boys' woven shirts of man-made fibres

Notice to importers 1580, published in *Trade and Industry*, 15 October 1976, announced the suspension of imports to the UK of men's and boys' woven shirts of man-made fibres originating in Romania, pending the outcome of discussions between the EEC commission and Romania.

The suspension has now been removed, following the initialling of an EEC/Romania textile agreement which covers, inter alia, men's and boys' shirts, the quotas for which are as follows:

Tariff no.	Description	1.1-31.12 1976	1.1-31.12 1977
ex 61.03	Men's and boys' shirts, other than those of silk or noil or other waste silk or of flax or ramie	330,000	404,000

The quotas for all goods covered by the agreement will be administered by the Romanian authorities, and UK import licences will be issued only on production of a quota certificate issued by the Romanian authorities, in accordance with the normal arrangements for the import of restricted textiles from that country. Importers who obtain a quota certificate should send it, together with a completed form ILB/A, to Import Licensing Branch, who will issue UK import licences up to the agreed quota limit.

Full details of the arrangements resulting from the agreement will be published in a further notice to importers as soon as they are available.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 280.

UK and GDR review trade, industrial and scientific co-operation

Agreement to support further development of trade and industrial co-operation by all possible means was reached at the third session of the UK-German Democratic Republic joint commission held in London from 8 to 12 November. It was chaired jointly by Lionel Lightman, under-secretary in the Department of Trade, and Mr C. Meyer, director general in the GDR Ministry for Foreign Trade. The British delegation included representatives from industry and commerce as well as government officials.

The joint commission, which was established under the economic, industrial, scientific and technological co-operation agreement signed in London in December 1973, reviewed the general development of trade and industrial, technological and scientific co-operation between the UK and the GDR in the period since its last meeting in December 1975. It noted that trade between the two countries had not reached its full potential and discussed opportunities arising from the GDR's 1976-80 five year plan.

The next meeting of the joint commission will be held in Berlin during the last quarter of 1977.

Norwegian offshore oil supplies mission visits Britain

The first ever Norwegian offshore oil supplies mission was brought to this country by the British Overseas Trade Board on 31 October.

Visiting the experimental and electronic laboratories of the British Hovercraft Corporation at Cowes on the Isle of Wight, members of the mission saw a model being used to study the effect of tides and waves on proposed harbour sites in the Gulf.

Members of the mission standing on the 'shore' of a model tidal basin of part of the Persian Gulf.

Apart from the British Hovercraft Corporation, the 12 members of this mission visited leading British firms connected with the offshore oil supplies industry.

BOTB annual report published

In the foreword to the fifth annual report of the British Overseas Trade Board, chairman Sir Frederick Catherwood, looks back to the last 12 months as well as looking forward to the next. A year ago, he says, the main anxiety of the board was the rate of inflation and its hope then was that the measures taken by government and supported by CBI and TUC would be effective. This year, the board's hope was to see the significant improvement in the UK balance of trade which must be the foundation for a healthy expansion in the economy.

Sir Frederick says he is convinced that Britain must look for the major proportion of exports to those well-established industrialised markets, since it is these that remain the more secure and more regulated of the international trading community.

Details are given in the report about the board's services for exporters in 1975 and to what extent each service was used, plus the prospects for the future.

A detailed analysis of the 1976 BOTB annual report will appear in next week's edition of *Trade and Industry*.

Welsh firms featured at export dynamics conference

How to break the export profitability barrier is the theme of a British Overseas Trade Board export drive in South Wales on 24 and 25 November. The two-day campaign, which is being led by the Duke of Kent and Sir Frederick Catherwood, will highlight the export achievements of four South Wales companies: Saunders Valve Company Ltd at Cwmbran; Henley Forklift International Ltd, Blackwood; Avon Inflatables Ltd, Llanelli; and P. Leiner and Sons Ltd, Treforest.

On the first day, 24 November, Sir Frederick, who is chairman of BOTB, will visit Avon Inflatables and P. Leiner and Sons, and the Duke of Kent, the board's vice-chairman, will visit Saunders Valve and Henley Forklift.

An all-day conference, 'Export Dynamics', will be held on the second day, 25 November, at Bindles, Cold Knap, Barry, when over 100 representatives of South Wales management and unions are expected to attend.

Detailed case studies describing the exporting techniques which have brought success to these four companies will be presented to the audience in audio-visual form by BBC Wales broadcaster Vincent Kane, supported by Sir Frederick and representatives of the case study firms. The case studies, which have been prepared by a team from the economics

department, University College, Swansea, are expected to generate a lively discussion on the methods of the companies in their overseas selling operations.

British carpet manufacturers establish permanent United States showrooms

From 1 January 1977, 13 British carpet companies will operate from individual showrooms and offices located in the Merchandise Mart, Chicago, the leading and most famous trade mart in the United States. They will be located on the eighteenth floor adjacent to all the major American carpet manufacturing showrooms. Assistance to the exhibitors is being provided under the British Overseas Trade Board joint venture scheme.

Apart from the permanent display of their merchandise these companies will also take part in the following three national marketing activities organised regularly each year by the Chicago Merchandise Mart:

Carpet Mart, January; Carpet Mart, June; International Exposition of Contract Interior Furnishings, June.

Scottish and City of London team in Texan financial talks

A top level group of bankers from Scotland and the City of London are returning this weekend from a goodwill visit to Texas. The group was led by Lord Polwarth, a former Minister of State for Scotland in the Conservative government, former governor of the Bank of Scotland and a director of the Halliburton Group. The purpose of the mission was to strengthen the triangular relationships that have grown up between London, Scotland and Texas since the discovery of North Sea oil. The visit was sponsored by the Committee on Invisible Exports, the Houston Chamber of Commerce, the British Overseas Trade Board and had the personal encouragement of Mayor Louie Welch.

Top bankers who took part in the mission included Sir Robert Fairbairn, chairman of the Clydesdale Bank, Lord Catto, chairman of Morgan Grenfell, Gavin Boyd, chairman of Stenhouse Holdings Ltd, Jim Wolfensohn, deputy chairman and group chief executive of Schroders Ltd, Stanley Yassukovich, managing director of European Banking Co, Norman Jones, deputy group chief executive of Lloyds Bank Ltd, Peter Lunn, general manager of Barclays Bank International, James Young, joint general manager of the Bank of Scotland, Ian Macdonald, director of Stenhouse, Reed Shaw International and Bruce Lloyd, investment manager of Commonwealth Development Finance Co.

The mission was accompanied by Stuart Young, a group director of British Caledonian Airways, who are hoping to inaugurate a direct flight from London to Houston in November 1977, and William Clarke, director-general of the Committee on Invisible Exports.

A major part of the visit was a conference organised by the Houston Chamber of Commerce which covered the following financial topics: banking services for joint overseas projects; prospects for Eurodollar and Eurobond markets; North Sea oil – lessons and prospects; and Gavin Boyd and Ian Macdonald speaking on insuring large projects.

International copyright conventions

The Copyright (International Conventions) (Amendment No 2) Order 1976 (SI 1976 no. 1784) will come into operation on 25 November 1976. This order further amends the Copyright (International Conventions) Order 1972. It takes account of the accession of the Libyan Arab Republic to the Berne Copyright Convention, and the accession of Colombia to both the Universal Copyright Convention and to the International Convention for the protection of Performers, Producers of Phonograms and Broadcasting Organisations.

Copies of the order may be obtained from the Sale Counter, Patent Office, Orpington, Kent BR5 3RD, or from all branches of HMSO, price 8p (by post 14½p).

Accessions to industrial property convention

Ghana, Libya and Mauritius have given notice of their respective accessions to the International Convention for the Protection of Industrial Property (as revised in Stockholm in 1967), and an order in council was made on 27 October 1976 declaring Ghana, Libya and Mauritius to be convention countries for all purposes of the acts relating to patents, designs and trade marks. The order came into effect on 28 October 1976.

Copies of the order (SI 1976 no. 1785) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from all branches of HMSO, price 8p (14½p by post).

Aid yields £16.5 million for UK industry

British industry received about £16.5 million in October from orders following grants and loans made to developing countries by the Ministry of Overseas Development.

The following were among the largest contracts accepted for financing in October, including earlier contracts now accepted for reimbursement from aid funds:
Cotton ginning equipment for Afghanistan (£339,183) from Platt, Saco, Howell Ltd of Oldham; steel plates for the Sudan (£54,355) from W. H. Arnott Young and Co, of Dalmuir, Dunbartonshire; textile machinery spares for Bangladesh (£30,489) from James Mackie and Sons Ltd of Belfast; medical supplies for Kenya (£98,227) from May and Baker Ltd of Dagenham; telecommunications equipment (£22,715) from GEC Telecommunications Ltd of Coventry; electric planing machinery for India (£83,293) from Wickman Machine Tools Ltd of Coventry.

Administration of the loans and grants was carried out by the Crown Agents who also placed the orders for the items for Afghanistan, the Sudan, Bangladesh and Kenya.

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UK helps Cento train tv technicians

In response to a request by the Central Treaty Organisation (Cento), under technical co-operation arrangements, the Ministry of Overseas Development is to set up a television trainees' workshop in Tehran. The workshop will be used to train television technicians from Pakistan, Turkey and Iran.

In order to meet the organisation's request ODM has engaged the BBC to provide a team of four technical instructors.

Cento member countries are Pakistan, Turkey, Iran, the UK and the United States. For a number of years the organisation has put increasing emphasis on economic development, the improvement of living standards and cultural co-operation between the three regional countries.

Britain provides additional loans for Indian naphtha cracking plant

Reg Prentice, Minister for Overseas Development, has approved a grant of up to £3.15 million to India for the continued provision of British expertise and equipment for a naphtha steam cracking plant being built at Baroda in Gujerat State. This grant will be part of the UK's existing aid allocation to India and is in addition to the original £4.1 million loan made available for this project in August 1973.

The naphtha cracker plant is part of a large 800-acre petro-chemicals complex, sponsored and being constructed by a public sector body, the Indian Petrochemicals Corporation Ltd (IPCL). The contractors for the design, purchase of British equipment, and construction through to commissioning of the naphtha cracker are the Lummus Co Ltd who are also providing management assistance to IPCL over the whole complex.

Nigeria to use colour tv cameras

One of the world's most advanced automatic colour television cameras will be used by the Nigerian Broadcasting Corporation to televise the forthcoming African Arts Festival, West Africa's largest-ever cultural event. The camera is the Marconi Mark VIII, here being assembled at the factory of Marconi Communication Systems Ltd. The three Mk 8 cameras will provide the hub of a complete new colour television studio in Lagos, using equipment from Marconi. In addition, the company is supplying a colour telecine system – the B3404 series – the first telecine system to be specifically designed for the television industry.

South East Asia Business Club

The Inaugural Meeting and reception of the south east Asia Business Club will be held at the London Chamber of Commerce and Industry on Wednesday, 15 December 1976 at 5.30 p.m.

The club, which will meet four times a year, is designed to provide a regular forum at which exporters, financiers, importers, investors, and shippers concerned with all forms of trade with Asean countries can be afforded regular personal contact. It is hoped that members of Asean trade legations will attend these functions.

Details and booking forms can be obtained from: Miss Sally Williamson, Asia and Pacific Section, International Division, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB. Tel. 01-248 4444 ext. 306.

Launching of South Yorkshire's Export Year

An 'Export Year' programme has just been launched in South Yorkshire. At a meeting at Commerce House, Sheffield, a co-ordinating committee was formed to bring together the ideas of 15 leading companies who are already running a special export year from 1976 to the end of 1977, and to funnel them out to over 175 companies in the region who it is hoped will ultimately participate in the scheme.

Chairman of the committee is Mark Balfour, director, overseas operations, of Edgar Allen, Balfour Ltd, who said that the intention of the committee was to act as a disseminator of information between firms and organisations involved behind the idea of a special 'Export Year' effort. 'Exporting depends wholly on the fullest co-operation between management and the workforce, who are working together towards a common goal, and this next year should be one in which everyone who is involved in the production process – and indeed services – should be made aware of the contribution he can make towards improving exports, and at the same time job security and prosperity'.

EXPORT YEAR

Over 600 companies are already taking part in Export Year. But there is still plenty of time to join them. Write to or phone the Export Year Office, 1 Victoria Street, London SW1 0ET. Tel. 01-215 5180/3393/5773.

Humberside seeks union co-operation in Export Year

Humberside's new Export Year co-ordinating committee is to seek the co-operation of trade unionists whose presence was said to be vital to the complete success of the scheme. 'Exporting depends greatly on co-operation between management and trade unions', said committee chairman Harold Yates, who is also a director of Reckitt and Colman (Overseas) Ltd. 'They must work together towards this common goal'.

The trade union movement was represented at the committee's inaugural meeting, when the unionists' attitude was encouraging and helpful said Mr Yates. It was important that they should continue to be involved.

The committee, at its first meeting decided that Export Year in the area would be 1977. Before January, the committee hopes to persuade more firms to join the scheme, particularly in South Humberside. Twelve in the area have so far indicated their intention of having Export Years.

ECGD improves performance bond cover

Further relaxations in the guidelines for the Export Credit Guarantee Department's (ECGD) scheme for supporting performance bonds for cash or near cash contracts have been announced by Secretary of State for Trade, Edmund Dell.

ECGD bond support, is now available for cash or near cash contracts with a value of £1 million or more. Also it is no longer necessary for applicants to demonstrate that they have exhausted their commercial bonding facilities before becoming eligible for ECGD support. This relaxation follows measures announced last year when the minimum value was reduced from £20 million to £2 million.

Mr Dell had also decided that where exporters raise their own bonds without ECGD support, ECGD should provide some insurance against the unfair calling of such bonds. This new cover is available for both cash and credit contracts on payment of an additional premium as an optional extra for the department's specific (large capital goods controls) and buyer credit (minimum contract value £250,000) guarantees.

Since the introduction of the scheme for supporting performance bonds, ECGD has issued 18 guarantees in respect of bonds on a total contract value of £210 million and has approved support in 23 other cases involving a total contract value of £691 million.

Trade through UK ports

A 320-page digest of statistics of import and export trade through UK ports and airports – *Statistics of trade through UK ports* – is being produced by the Statistical Office of HM Customs and Excise. The new publication will appear quarterly, price £6.

This volume relates to the first quarter of 1976 and shows, at a glance, total trade in tonnes and value through individual ports and airports during that period, compared with the same period last year. The cumulative total trade to date for each year will also be shown in each issue. A broad commodity breakdown is also given. Subsequent quarterly volumes for 1976 will be published fairly quickly. Thereafter it is expected that each volume will appear within a few weeks of the end of the quarter to which it relates.

The digest contains six tables. Table 1 (imports) and table 4 (exports) show total trade by UK economic planning region and port; table 2 (imports) and table 5 (exports) show the total trade by UK economic planning region, port and overseas trading area; table 3 (imports) and table 6 (exports) show the total trade by standard international trade classification (revised) division, UK economic planning region and port.

Subscriptions for the quarterly editions plus an annual volume will cost £33.50, which includes £3.50 postage and packing.

Inward mission buys west country products

Members of a 13-strong trade mission from Austria, Netherlands, West Germany and Sweden, who visited this country under the British Overseas Trade Board's inward mission scheme, bought £50,000 worth of giftware and furniture from firms in the Avon, Devon and Somerset areas before they returned home to their respective countries.

This mission, lasting a week, was jointly sponsored by the Council for Small Industries in Rural Areas (Cosira) and the British Overseas Trade Board. The visitors' programme included visits to a number of west country firms to see various products being manufactured, and some special exhibitions of complementary products.

Scottish trade mission to Poland and Hungary

A thirteen-man group of Scottish businessmen left on 1 November on the first full trade mission from Scotland to Poland and Hungary. The group spent six days in Poland before flying on 7 November from Warsaw to Budapest on what will be Scotland's first trade mission to Hungary.

The mission to Poland was led by Mr J. Russell, international business consultant at the Bank of Scotland, Edinburgh. In Hungary the group was led by Lord Clydesmuir, president of the Scottish Council (Development and Industry).

In both countries the mission, mainly comprising engineering companies in Scotland, were not only be concerned to develop trade between Scotland and Poland and Poland and Hungary but also investigated the possibilities of licensing agreements and joint ventures between Scottish industries and their Polish and Hungarian counterparts.

Merseyside course for beginners

'Exporting for beginners' is the title of a course being run by the Merseyside Chamber of Commerce and Industry on 23 and 25 November. Spread over two afternoons, the course is intended for students of all ages who have in common the fact that they are new to the business of exporting. It forms the first part of a series of courses.

This course is intended to familiarise students with the terminology, vocabulary and background of exporting.

Details can be obtained from the conference secretary, Merseyside Chamber of Commerce and Industry, 1 Old Hall Street, Liverpool L3 9HG. tel. 051-227 1234.

Scottish Council trade mission to the Persian Gulf states and the UAE

A group of 11 Scottish businessmen left on the first trade mission to the Persian Gulf states and the United Arab Emirates organised by the Scottish Council (Development and Industry) on 12 November. During the 20-day trade mission the group will visit five centres, Kuwait, Bahrain, Doha, Abu Dhabi and Dubai. The group will return to the UK on 1 December 1976.

The mission is the tenth organised this year by the Scottish Council (Development and Industry) under the auspices of the British Overseas Trade Board's outward mission scheme. It will be led by Ronald Crabb, director of Blackwood Morton and Sons Ltd, carpet manufacturers of Kilmarnock.

Target California for Manchester mission

California is the main target of a Manchester Chamber of Commerce and Industry mission which will visit Los Angeles and San Francisco during the week beginning 7 March 1977.

At a chamber meeting in October, Mr T. W. Aston, consul-general in Los Angeles, spoke about opportunities for business in the huge and prosperous west coast market which was somewhat neglected by British exporters. He therefore looked forward to welcoming the Manchester mission when it arrived in Los Angeles.

Further details concerning the mission can be obtained from Mr Eric Tomlinson, Manchester Chamber of Commerce and Industry, Ship Canal House, King Street, Manchester M60 8AH, tel. 061-832 5574.

Hints to business men booklets

Revised editions of the booklets on Bahrain and Qatar, Belgium and Luxembourg, The Arab Republic of Egypt, Malawi, Australia, West Germany and West Berlin, Madagascar and USSR have been published in the *Hints to Business men* series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU, tel 01-248 5757 ext. 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-257 1285.

ECGD guarantees £20 million in loans

Export Credit Guarantee Department has guaranteed two loans which total nearly £20 million.

The first, a £15.5 million loan which Barclays Bank has made available to Batong Buhay Gold Mines Incorporated in the Philippines will help finance a £22 million contract awarded to Klöckner Ina Industrial Plants Ltd, London. Klöckner acting as turnkey contractor will supply equipment and services for the third phase of setting up a copper concentrate manufacturing plant. Equipment being supplied will include a power transmission line and substation, an effluent treatment plant and miscellaneous mining equipment.

The second is a £4.25 million loan which Lloyds Bank International Ltd acting on behalf of Lloyds Bank Ltd has made available to Alcudia Empresa para La Industria Quimica SA, Spain. It will enable Alcudia to place £5 million worth of contracts in the UK for a polyethylene plant being built at Terragona.

Powtech '78

Powtech, the international powder technology and bulk solids exhibition and conference will be held from 7 to 10 March 1978 in Basle, Switzerland in co-operation with the Swiss industries fair.

The 1977 event will be held from 15 to 17 March at Harrogate. Details of this and the 1978 fair can be obtained from Specialist Exhibitions Ltd, Green Dragon House, High Street, Croydon, Surrey, CR9 2UH, tel. 01-686 5741.

Trade marks in China: a different emphasis

Recently back from the People's Republic of China, where he had discussions about trade marks with Jen Tsien-Hsin, chairman of the Legal Affairs Department of the China Council for the Promotion of International Trade, Mr J. R. Batchelor of the London firm of patent agents, Batchelor, Kirk and Eyles explains how trade marks are registered and protected in China.

In China the registration of trade marks is viewed differently from western countries. The emphasis on the use of trade marks to protect the interests of the consumer and the use of a trade mark should guarantee a certain standard of quality of the goods sold under the mark, as well as identifying the manufacturer.

A Chinese corporation or enterprise is therefore required to register any trade mark it uses; to supply with the trade mark application a quality specification for the goods to be sold; and to apply quality control to ensure that the quality of the goods sold is maintained at that of the quality specification.

The competent authorities monitor the quality of the goods, and failure to maintain that stipulated in the specification may result in cancellation of the trade mark registration, and hence the enforced non-use of the mark.

Although the emphasis is on consumer-protection, at least as regards trade marks owned by Chinese corporations and enterprises, the function of the trade mark registration to protect the owner's right to the exclusive use of his mark is not overlooked and provision is made to prevent the use of registered trade marks by persons other than the proprietor.

Trade marks of foreigners

It is important to realise that some of the regulations controlling trade marks in China are applicable only to Chinese nationals and corporations, and do not apply to foreigners. In particular, the filing of a quality specification and quality control are not required for foreign owners of trade marks and it is not obligatory for a foreign national or corporation using a trade mark on goods imported into China to register the mark in China. Trade mark applications and registrations of foreigners are controlled by articles 15 to 20 of the Chinese enforcement rules.

Nationals of only those countries that have concluded reciprocal agreements with China for the registration of trade marks can obtain registration in China. So far 20 countries have done so, including Australia, Canada, Czechoslovakia, Denmark, Finland, Eastern Germany, Hungary; Italy, Norway, Sweden, Switzerland and the United Kingdom.

United States nationals may not file trade mark applications in China for the time being. There is however no objection to a national of an excluded country using an unregistered trade mark in China, although to do so involves some element of risk as the mark has no legal protection and in principle could be adopted by a competitor for use in China.

Because only nationals of certain countries may file applications in China, any application by a foreign national must be accompanied by a certificate of nationality. To prevent a national of an excluded country acquiring a registered trade mark by assignment, a certificate of nationality of the assignee must be filed when applying to register the assignment.

Advantage of trade mark protection

China is basically a first registration country with use of the mark in China before application having little, if any significance. Any foreigner failing to register a trade mark he uses in China is therefore at risk, in that he is unable to prevent use of the same trade mark by others. The user of an unregistered trade mark is however protected to some extent against registration of the same mark by another foreign person or organisation by the requirement that, on filing a trade mark application in China, a certified copy of the registration in the applicant's home country is required.

Prior use

Prior use of an unregistered trade mark by a Chinese organisation should not in theory arise, because of the requirement that any Chinese organisation using a trade mark in China should have previously registered the mark. In the case of disputes between foreigners as to the ownership of a trade mark, first registration is the primary rule, but it is possible that in exceptional and flagrant cases consideration will be given to pre-application use of the mark in China by the later applicant. In such matters, to be decided by the Central Administration of Industry and Commerce, the equity and justice of the matter will be decisive.

A Chinese trade mark registration can be cancelled if it has not been used for more than a year. However, that provision is not applicable to a registered trade mark owned by a foreign national, since it is appreciated that the use a foreigner makes of a trade mark in China is dependent on the receipt of orders from the state and is therefore not solely in his own hands.

Licensing

Licensing of trade marks is not at present possible in China and use of the trade mark is, in general, limited to the registrant (but see below). As far as is known, the authorities are studying the matter and it may be that licensing will be allowed in the future.

The position of conglomerates is difficult, possibly because there is nothing equivalent to a conglomerate in China. Where, for example, one subsidiary company of a group has registered a trade mark in China, there is no provision enabling a sister company in the group to be made a licensee or registered user. It was thought that, in those circumstances, the use of the mark by the sister company would not endanger the registration; in theory the sister company would be an infringer, but if the registrant decided against suing for infringement, the state would not intervene. Assignment of the registration from a subsidiary company to the parent, or holding, company would not assist the matter, since use by a subsidiary company would not be classed as use by the parent company.

Trade marks in China guarantee a certain standard of quality, as well as identifying the manufacturer: the examples above are typical of this practice.

Alteration of mark

In principle, if a mark is altered, a new application to register the new form of mark should be filed. However a new application is required only where there has been a significant change in the mark, and may not be required where the change is slight.

It is difficult to draw a line between a material change and a slight change and it is recommended that any change whatsoever should be notified to the China Council for the Promotion of International Trade, so that the authorities can decide whether or not a new application is required.

Where a mere change of name is involved, and there is no change in the assets of the company, an application to record the change of name must be filed. Where however there is a change in the identity of the company, an assignment must be recorded.

Conflict between marks

Identity, or near-identity, with an earlier registered mark is required before a trade mark application is refused.

Registration of a trade mark consisting of a non-Chinese word will be allowed, even if the word when translated into Chinese is identical, or equivalent, to an earlier registration in Chinese characters.

Inquiries

Further inquiries about the registration of trade marks in China should be addressed to the Industrial Property and Copyright Department of the Patent Office at 25 Southampton Buildings, London WC2A 1AY, tel. 01-405 8721 ext. 3243.

Advertising in 'Trade and Industry'

All advertising in *Trade and Industry* is now handled by T. G. Scott & Son Limited of 1 Clement's Inn, London WC2A 2ED (tel: 01-242 6264 and 01-405 4743), and not by Her Majesty's Stationery Office.

Trade and Industry continues to be published for the Departments of Industry, Trade and Prices and Consumer Protection by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters and subscription inquiries and queries should continue to be addressed to them.

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MANAGING DIRECTOR
PETER J. VAN BERCKEL & ASSOCIATES
14 TRINITY CHURCH SQUARE
LONDON SE1 4HU
TEL: 01-937 5096 01-407 5854

ENCIRCLE TI 292 ON PAGE 567 FOR FURTHER INFORMATION

NB

The Dutch bought more than £3m per day worth of British goods in 1975
(only the U.S.A. and W. Germany bought more)

In 1976 trade with the Netherlands is already up by 17%

The Netherlands-British Chamber of Commerce is urgently searching for British companies wishing to export to the Netherlands

Please send name/address of your company and list of products/ services to be exported, brochures and price lists to:

The Netherlands-British Chamber of Commerce
307/308 High Holborn, London WC1V 7LS
London: 01-405 1358 Manchester: 061-834 5674

ENCIRCLE TI 284 ON PAGE 567 FOR FURTHER INFORMATION

Overseas trade country data

Australia

Cosmetics and toilet preparations: tariff changes. Following the Industries Assistance Commission report on cosmetics and toilet preparations, the following changes in import duty took effect on 22 October 1976:

ALTERATIONS TO PART II OF SCHEDULE 1 TO THE CUSTOMS TARIFF ACT 1966

Tariff no	Description	General rate	Preference rate
1 Omit item 33.06, substitute the following item:			
33.06	Perfumery, cosmetics and toilet preparations:		
33.06.1	Joss sticks	Free	Free
33.06.2	Goods, being goods that are entered for home consumption on or before 30 June 1977, as follows: a eyebrow and other cosmetic pencils; b shaving cream; c preparations for cleaning artificial teeth and not commonly used for cleaning natural teeth; d bay rum and other perfumed spirit:		
33.06.21	Eyebrow and other cosmetic pencils	20%	20%
33.06.22	Shaving cream; preparations for cleaning artificial teeth and not commonly used for cleaning natural teeth	21%	20%
33.06.23	Bay rum and other perfumed spirit	25%	20%
33.06.9	Other	To and including 30 June 1977 – 25%; From and including 1 July 1977 – 20%	To and including 30 June 1977 – 21%; From and including 1 July 1977 – 20%
2 Omit item 96.05, substitute the following item:			
95.05	Powder-puffs and pads for applying cosmetics or toilet preparations, of any material	5%	5%
3 Omit item 98.14, substitute the following item:			
98.14	Scent and similar sprays of a kind used for toilet preparations, and mounts and heads therefor	5%	5%

Goods of New Zealand origin falling under the above headings will be free of duty.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Austria

Duty free quota for paper and paperboard exhausted. The Federal Ministry of Commerce, Trade and Industry has announced in BGBL. 584 of 19 October 1976 that the duty free quota established for 1976 in accordance with protocol 1 of the Austria/EEC agreement for goods classified under heading 48.04 originating in the UK is exhausted. Therefore imports originating in the UK will be dutiable as follows:

48.04 Paper and paperboard (composite) not surface coated or impregnated, whether or not internally reinforced, in rolls or sheets 8%

until 1 January 1977 when a new duty free quota will be opened or until the higher duty provided for in article 6 of protocol 1 is invoked.

Inquiries: OTAR 01-248 5757 ext. 458/467.

Chile

Exchange rates. The Chilean Central Bank has now issued a circular (no 2590 of 4 November) establishing the exchange rates for the period 5 November to 4 December. Copies of this circular are available from CRE tel. 01-215 5289.

Indonesia

Ban on import of motor vehicle components. The Indonesian Minister of Industry has decreed that with effect from 2 August local motor vehicle assembling companies will be obliged to use only locally manufactured components in the assembling of commercial motor vehicles. More locally manufactured components will be used each year so that by 1984 only locally manufactured components will be used.

Exporters planning to send motor vehicles to Indonesia in completely knocked down condition after 1 November 1976 should remove any components listed in the following plan and time schedule for the year 1977 to comply with the plan.

Vehicle	1977	1978	1979	1984
½ to 1 ton	Paint, tyres and storage batteries	Glass, seat and seatframe, leaf spring, cabin wheelrim, shock absorber, load cabin, radiator, muffler, plastic and rubber parts, ornaments, bus bodies, and components which will be stipulated later	Chassis, fuel-tank, oil and air filter, spark plug, and components which will be stipulated later	Engine and transmission, wheeldrum, brakes and clutch lining, axle and components which will be stipulated later
2 to 2½ tons	Paint ,tyres and storage batteries	Glass, seat and seatframe, leaf spring, shock absorber, radiator, wheelrim, plastic and rubber parts, ornaments, bus bodies and components which will be stipulated later	Load cabins, chassis, cabins, fuel-tank, oil and air filter, spark plug, and components which will be stipulated later	Engine and transmission, wheeldrum, Brakes and clutch lining, axle and components which will be stipulated later
3½ to 5 tons	Paint, tyres and storage batteries	Glass, seat and seatframe, radiator, plastic and rubber parts, ornaments, bus bodies ,and components which will be stipulated later	Cabin, load cabin, wheelrim, shock absorber, leaf spring, fuel-tank, oil and air filter, spark plug, and components which will be stipulated later	Engine and transmission, chassis, wheeldrum, brakes and clutch linings, axles, and components which will be stipulated later

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Israel

Import duty amendments. The Israeli authorities have issued the following amendments to the Israeli customs tariff:

BTN no	Description	Unit	Rate of duty Mfn	EEC 6 (1)	EEC 3 (2)
ex 03.02	Dried fish flakes released before 1.4.77	kg	IL0.10	IL0.10	IL0.10
ex 25.23	Grey portland cement				
	if released before 1.4.77	kg	IL0.04 +20%	IL0.04 +20%	IL0.04 +20%
	other		Exempt	Exempt	Exempt
	Grey portland cement in the form of clinker				
	released before 1.1.77		Exempt	Exempt	Exempt
	other	kg	IL0.04 +20%	IL0.04 +20%	IL0.04 +20%

ex 84.10	Concrete pumps	10%	7%	10%
ex 84.22	Lifts excluding those falling within paragraph 1500 (3)	10%	9%	10%
ex 48.07	Photographic base paper, insensitive to light or other radiations	20%	20%	20%

Notes:
(1) EEC 6 = original member states.
(2) EEC 3 = new member states.
(3) paragraph 1500 – Special for baking industry, including confectioneries approved by the Director General of the Ministry of Commerce and Industry that they are not manufactured in Israel.

BTN 0.04, statistical sub-division 4000 – Cheese made of goat milk if released before 1 October 1976 has been deleted from the customs tariff.

No further information is available.
Inquiries: OTAR 01-248 5757 ext. 458/461.

Portugal

Import surcharges. *Diario da Republica* 253 published decree-law 779/76 of 20 October 1976 which announces additions to the list of goods subject to import surcharge. The following tariff items are now subject to 30 per cent surcharge:

ex 51.01.02	Yarn of synthetic textile fibres (continuous) not put up for retail sale
ex 56.01.02	Synthetic textile fibres (discontinuous) not carded, combed or otherwise prepared for spinning : acrylic fibres
ex 56.02.02	Continuous filament tow for the manufacture of man-made fibres (discontinuous) : of acrylic fibres
ex 56.03.01	Waste of acrylic synthetic textile fibres

No further information is available.
Inquiries: OTAR 01-248 5757 ext. 458/461.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Import surcharge changes and import deposit. *Trade and Industry*, 22 October, page 221, announced the change in the rate of import surcharges (decree-law 720-B/76) and the introduction of an import deposit scheme (decree-law 720-C/76). Details of these laws are as follows:

Goods previously subject to 20 per cent import surcharge will now be subject to the higher surcharge rate of 30 per cent. In addition goods within the following tariff headings are now subject to surcharge at an increased rate of 60 per cent:

03.03 ; 04.04 ; 06.03 ; 06.04 ; 08.01 ; 08.04 ; 16.02 ; 16.04 ; 16.05 ; 17.04 ; 18.06 ; 19.08 ; 20.05 ; 20.06 ; 20.07 ; 22.02 ; 22.03 ; 22.05 ; 22.06 ; 22.09 ; 24.02 ; 33.06 ; 36.05 ; 38.07 ; 42.02 ; 42.03 ; 43.03 ; 43.04 ; 44.27 ; 46.03 ; 46.09 ; 49.10 ; 49.11 ; 58.03 ; 67.02 ; 67.04 ; 67.05 ; 69.13 ; 71.12 ; 71.13 ; 71.14 ; 71.15 ; 71.16 ; 83.06 ; 83.12 ; 85.14 ; 87.09 ; 90.03 ; 90.04 ; 90.08 ; 91.01 ; 92.11 ; 93.01 ; 93.02 ; 94.01 ; 94.03 ; 98.10 ; 98.11

Goods within the following tariff headings are subject to a prior import deposit of 50 per cent of the value of the goods:

02.02 ; 02.04 ; 02.06 ; 03.03 ; 04.04 ; 04.05 ; 06.01 ; 06.03 ; 06.04 ; 08.01 ; 08.04 ; 08.05 ; 08.06 ; 08.07 ; 08.11 ; 08.12 ; 09.01 ; 09.03 ; 12.01 ; 15.01 ; 15.13 ; Ch 16 other than 16.03 ; 17.04 ; 18.06 ; 19.02 ; 19.03 ; 19.04 ; 19.05 ;
19.07 ; 19.08 ; 20.01 ; 20.02 ; 20.04 ; 20.05 ; 20.06 ; 20.07 ; Ch 21 other than 21.06 ; Ch 22 other than 22.08 ; 24.02 ; 33.06 ; 34.01 ; 34.05 ; 34.06 ; 36.05 ; 36.08 ; 37.07 ; 39.07 ;
40.12 ; 40.13 ; 40.14 ; 40.16 ; 42.01 ; 42.02 ; 42.03 ; 42.05 ; 43.03 ; 43.04 ; 44.20 ; 44.24 ; 44.27 ; 44.28 ; 45.03 ; 46.03 ; 48.11 ; 48.12 ; 48.14 ; 48.15 ; 48.17 ; 48.18 ; 48.19 ; 49.03 ; 49.09 ; 49.10 ; 49.11 ; 51.03 ; 53.10 ;
54.04 ; 55.06 ; 56.06 ; 57.05 ; 58.01 ; 58.02 ; 58.03 ; 58.04 ; 58.08 ; 59.10 ; 60.02 ; 60.03 ; 60.04 ; 60.05 ; Ch 61 ; Ch 62 other than 62.03 ; 63.01 ; Ch 64 other than 64.05 ; Ch 65 other than 65.07 ; 66.01 ; 66.02 ; 67.02 ; 67.04 ; 67.05 ; 68.02
68.09 ; 68.10 ; 68.11 ; 68.12 ; 69.05 ; 69.07 ; 69.08 ; 69.10 ; 69.11 ; 69.12 ; 69.13 ; 69.14 ; 70.09 ; 70.10 ; 70.13 ; 70.14 ; 70.16 ; 70.19 ; 71.12 ; 71.13 ; 71.14 ; 71.15 ; 71.16 ; ;
73.36 ; 73.38 ; 74.17 ; 74.18 ; 76.15 ; 80.06 ; 82.08 ; 82.09 ; 82.14 ; 83.01 to 83.07 ; 83.11 ; 83.12 ; 83.14 ; 84.15 ; 84.17 ; 84.19 ; 84.40 ; 84.41 ; 85.03 ; 85.06 ; 85.07 ; 85.09 ; 85.12 ; 85.14 ; 85.15 ; 85.20 ; 87.09 ; 87.10 ; 87.13 ; 90.03 ; 90.04 ; 90.05 ; 90.07 ; 90.08 ; 90.09 ; 91.01 ; 91.02 ; 91.04 ; 92.11 ; 92.12 ; 93.01 ; 93.02 ; 93.04 ; 93.05 ; 93.06 ;
93.07 ; 94.01 ; 94.03 ; 94.04 ; Ch 95 other than 95.08 ; Ch 96 other than 96.03, 96.06 ; Ch 97 other than 97.06 ; 98.03 ; 98.04 ; 98.05 ; 98.06 ; 98.10 ; 98.11 ; 98.12 ; 98.14 ; 98.15 ; 98.16 ; Ch 99 other than 99.05

Inquiries: OTAR 01-248 5757 ext. 458/461.

St Vincent

Import licences for remoulded and retreaded tyres. By SR and O 26 of 1976, the St Vincent authorities have announced that import licences are now required for the importation of remoulded and retreaded tyres (tariff no. 40.11).

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

We are pleased to invite you to

KOREAN PRODUCTS SHOW

DECEMBER 2nd & 3rd, 1976
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We welcome your inquiries:

KOREA TRADE CENTRE, (KOTRA)
28 Charing Cross Road, London WC2H 0DB.
Tel: 01-240 3192. Telex: 22375
Cable: MOOGONG LONDON

ENCIRCLE TI 278 ON PAGE 567 FOR FURTHER INFORMATION

Saudi Arabia

Health warning on cigarette packets. According to decree 62/7 of 19 March 1976, which will come into effect on 21 December 1976, all cigarette packets imported into Saudi Arabia should carry a legible, indelible health warning in Arabic.

It is understood that the same wording adopted by Kuwait can be used. This reads as follows:

'Official Warning: Smoking can damage your health; we advise you to give up smoking.'

Inquiries: OTAR 01-248 5757 ext. 475/7062.

South Africa

Tariff application. Customs tariff application list 37/76, published in the South African *Government Gazette* of 12 November 1976 contains an application to the Board of Trade and Industries for increase in duty on

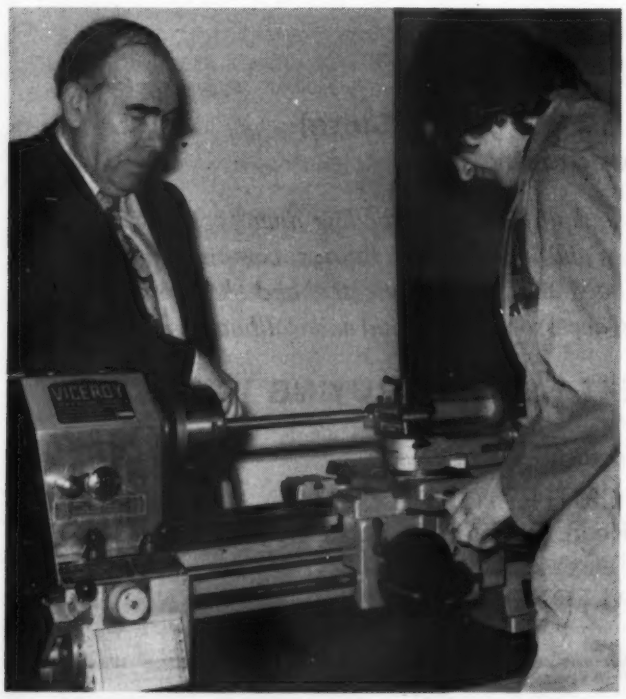
1 plates, sheets, strip, film and foil of vinyl chloride polymers or co-polymers classifiable under tariff sub-headings 39.02.54.20 and 39.02.54.30;
2 plates, sheets, strip, film and foil of ethylene polymers or co-polymers classifiable under tariff sub-heading 39.02.10.70

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Machine tools promoted in South Africa

Fred Toft, sales director of Denford Machine Tools Ltd of West Yorkshire, watches an inspector carry out an accuracy test on a 'Viceroy' metal turning lathe of the type he and his company's technical representative, Leonard Mustarde, will be promoting during the British engineering trade mission to Nigeria and Ghana from 14 to 27 November.



Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Spain

Hydrocarbons. The Spanish *State Gazette*, 14 October 1976, published decree 2362/1976 of 30 July of the Ministry of Industry, setting out rules for the investigation and exploitation of hydrocarbons in Spain.

The full text in Spanish is available from CRE.
Inquiries: CRE 01-215 3476.

Home compensation tax modifications. The Spanish *State Gazette*, 11 September 1976, published royal decree 2115/1976 of 10 August modifying the home compensation tax levy as follows:

Tariff no	Description	Home compensation tax
26.01	Metallic ores and concentrates and roasted iron pyrites:	
M	Other ores:	
3	Ores and concentrates containing silver, platinum and metals of the platinum group	2%
4	Gold, unrefined (gold ores)	2%
26.03	Ash and residues, containing metals or metallic compounds:	
C	Ashes and residues of precious metals:	
1	Anode slime	3.5%
2	Other	2%
71.05	Silver, including silver gilt and platinum-plated silver, unwrought or semi-manufactured:	
A	Unwrought (lumps, ingots, grains, etc.):	
1	Intermediate metallurgical products, of silver (bullion) containing more than 55% precious metals, and triple alloys (silver, lead, zinc), containing more than 10% silver in lumps or ingots	6%
2	Other	6%
71.07	Gold, including platinum-plated gold, unwrought or semi-manufactured:	
A	Unwrought (lumps, ingots, grains, etc.):	
1	Intermediate metallurgical products, of gold (bullion), containing more than 55% precious metals, in lumps or ingots	6%
71.09	Platinum and other metals of the platinum group and their alloys, unwrought or semi-manufactured:	
A	Unwrought (sponge, ingots, bars, etc.):	
1	Intermediate metallurgical products, of platinum or other metals of the platinum group, containing more than 55% precious metals, in lumps or ingots	4%
2	Sponge	6%
3	Other	6%

These modifications are valid from 23 July 1976.
Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Duty suspended on butadiene. The Spanish *State Gazette* 9 November 1976, published royal decree 2518/1976 announcing the suspension of import duty on butadiene, tariff heading 29.01.A.1, valid from 9 November to 8 February 1977.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Uruguay

Concessions for laboratory instruments. Decree 599/976 of 16 September 1976 extends until 15 August 1977 the exemption from customs duties and taxes, additional taxes and port dues for the

importation of laboratory instruments in the following tariff chapters when they are imported by the Laboratories of Pharmaceutical Specialities (Laboratorios de Especialidades Farmaceuticas):

90.11 ; 90.12 ; 90.15 : 90.22 ; 90.23 ; 90.25 ; 90.26 ; 90.28

Inquiries: OTAR 01-248 5757 ext. 474/476.

Concessions for pedigree race horses. Decree 602/976 extends the concessions concerning the importation of pedigree race horses for stud granted by decree 418/970 and extensions. Such race horses may be imported free from import duties, consular fees and other import charges until 3 September 1977. Horses imported under this regime may not take part in any races.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Venezuela

Duty increases. A recent decree of the Venezuelan government has increased the duties on the following products (previous rates shown in brackets):

Tariff no.	Description	Duty (*ad valorem* cif)
32.05.01.00	Synthetic organic dyestuffs, unmixed, or mixed with one another	80% (40%)
32.05.02.00	Aqueous preparations or dispersions, with a base of synthetic organic dyestuffs	80% (40%)
32.05.03.00	Non-aqueous preparations or dispersions with a base of synthetic organic dyestuffs	80% (40%)
32.07.89.51	Pigments with a base of chromium compounds	80% (40%)
84.15.03.01	Sealed units of less then ½ h.p. for refrigerators and refrigerating equipment	70% (5%)

Inquiries: OTAR 01-248 5757 ext. 474/476.

Minimum values established for certain types of clothing. Ministerio de Hacienda resolution 1110 of 4 September 1976 establishes the following reference fob prices for imports of the following goods:

Tariff no.	Description	Fob price per unit
60.05.03.04	Other outer garments of synthetic or artificial fibres:	
	Suits	255 Bolivares
	Sports garment	215 Bolivares
	Trousers	75 Bolivares
	Coats or jackets	180 Bolivares
	Waistcoats (vests)	65 Bolivares
61.01.02.99	Other outer garments for men of wool or fine animal hair:	
	Suits	400 Bolivares
	Sports garment	300 Bolivares
	Trousers	120 Bolivares
	Coats or jackets	280 Bolivares
	Waistcoats (vests)	65 Bolivares
61.01.04.99	Others of synthetic or artificial fibres:	
	Suits	340 Bolivares
	Sports garment	280 Bolivares
	Trousers	100 Bolivares
	Coats or jackets	238 Bolivares
	Waistcoats (vests)	65 Bolivares

Note: By 'suit' is meant that consisting of a coat and trousers, and by 'garment', that known commercially under the denomination 'leisure'.

These prices shall be understood as being the minimum base in order to calculate the *ad valorem* duty. Whenever these prices are lower than those resulting from the regulation on the normal value of the merchandise in customs, the latter shall be applied for the computation of the taxable base.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Minimum values established for wallpaper. Ministerio de Hacienda resolution 1132 published in the *Gaceta Oficial* on 1 November 1976 establishes the following reference cif prices for imports of wallpaper under tariff number 48.11.01.00:

'Simplex' paper, not embossed (Consisting of a single layer of paper)	25 Bolivares per roll
'Duplex' paper, embossed (Consisting of 2 or more layers in relief)	50 Bolivares per roll

Note: A roll is 10m in length by 0.55m in width.

These prices shall be understood as being the minimum base in order to calculate the *ad valorem* duty (50 per cent). Whenever these prices are lower than those resulting from the regulation of the normal value of the merchandise in customs, the latter shall be applied for the computation of the taxable base.

Inquiries: OTAR 01-248 5757 ext. 474/476.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Services to exporters

The following government offices provide services for UK exporters:

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Scotland
Scottish Economic Planning Department
Industrial Development Division
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 SEPD GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Wales
Welsh Office
Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 INDUSTRY CARDIF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557925/6 DTI LEEDS

Northern Regional Office
Stanegate House, 2 Groat Market, Newcastle upon Tyne, NE1 1YN
Tel. (0632) 24722. Telex 53178 DTI NTYNE

Cumbria District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Severns House, 20 Middle Pavement, Nottingham, NG1 7DW
Tel. 0602 56181. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals, agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

▼ Sub-section A
Co-ordination of EEC inquiries; common customs tariff (CCT); Denmark; France and overseas territories; Greece; Turkey

408 EEC legislation on tariff and non-tariff barriers relative to community trade, EEC common agricultural policy – aspects affecting exports, Denmark (incl. Faroe Islands and Greenland)
7174
423 France and overseas departments, French overseas territories
439 Greece (incl. Dodecanese Islands), Turkey

Sub-section B
Benelux; Dutch overseas territories; Irish Republic; Italy; Federal Republic of Germany; Eastern Bloc; China

467 Federal Republic of Germany
288 Netherlands, Netherland Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Surinam, Yugoslavia
466 Irish Republic, Albania, Bulgaria, China, Czechoslovakia, German Democratic Republic, Hungary, Mongolia, Poland Romania, USSR
288 Belgium, Luxembourg
466 Italy

Sub-section C
Efta countries (including colonies), former Portuguese territories N. Africa and Israel

459 Norway, Sweden, Austria, Switzerland
458 Israel, Egypt
460 Portugal, Finland, Iceland, Guinea Bissau, Mozambique, Angola, Cape Verde Islands, Macao, Principe, Sao Tome, Timor
461 Morocco, Tunisia, Libya, Algeria

Sub-section D
South and Central America

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama
474 Argentina, Chile, British Antarctica Territory and Antarctica, Cuba, Haiti, Uruguay, Bolivia, Columbia, Dominican Republic, Ecuador, Paraguay, Peru, Venezuela, Falkland Islands

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Island, Cook Island, Niue Island, Tokelau Isles
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix Island, Line Island), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section G
Middle and Far East

420 Afghanistan, Bangladesh, Burma, India, Japan, N. Korea, S. Korea, Nepal, Pakistan, Taiwan, Yemen Arab Republic, Yemen PDR
475 Kampuchea (formerly Cambodia), Iran, Iraq, Jordan, Kuwait, Laos, Lebanon, Lower Gulf States (Bahrain, Qatar, Oman, United Arab Emirates), Saudi Arabia, Sudan, Syria, Socialist Republic of Vietnam

Sub-section F
North America; Bahamas; West Indies, etc.

7312 Anguilla, Antigua, Bahamas, Barbados, Belize (British Honduras), Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts-Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands
455 Canada
456 USA (incl. Alaska, Caroline Island, Guam, Hawaii, Mariana Islands, Marshall Islands), Panama Canal Zone, Puerto Rico Samoa (US), Virgin Islands (US), Wake Island

Sub-section H
Spain and possessions: Mediterranean; Africa; Sri Lanka

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472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), Benin, Ethiopia, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Madagascar, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Overseas trade exhibitions

UK firms predict good sales after Tokyo pipeline and metal finishing equipment fair

From R. S. Howe, first secretary (commercial), British embassy, Tokyo

Visiting Japan for two weeks last month, 16 British manufacturers of pipeline engineering and metal finishing equipment devoted the first week of their stay to displaying their wide range of equipment at an exhibition held at the British Export Marketing Centre in the heart of Tokyo.

The exhibition was jointly sponsored by the Engineering Industries Association and the British Overseas Trade Board. At its concurrent seminar five of the exhibitors (Abrasive Developments Ltd, W. Canning Ltd, Metallisation Ltd, Plastic Coatings Ltd and J. and S. Seiger Ltd) presented technical papers on their products.

The event attracted some 730 Japanese trade visitors during its one-week run. This low attendance was disappointing particularly because of the wide range of industries that could be regarded as potential customers for the types of machinery on display. However, the quality of those visitors who did attend was high and many serious inquiries resulted.

Abrasive Development Ltd who were exhibiting their 'Vaqua' high volume wet blast metal cleaning and surface finishing machines received an enthusiastic response. Mr I. H. A. Yearsley, representing the company, said he regarded the Japanese market, where the technology was not as advanced in this sphere, as offering very great prospects for the future. Keen interest was also shown by visitors to the stand of Metallisation Ltd the world leaders in their field, where the company were exhibiting electric arc metal spraying plant. Ed Pritchard, export sales manager, received many serious inquiries and confidently predicted that Japan would develop into a major export market for his company's machinery.

W. Canning Ltd who have been successfully exporting specialised chemical products to the Japanese electroplating industry highlighted a recently developed plunge polishing machine which offers a new concept in the automatic polishing of components. This machine attracted many serious inquiries for which the company sees a developing future for its business in Japan.

As a result of the exhibition Mr H. J. M. Fitches of Elcometer Instruments Ltd forecast that existing business for his company's range of instruments for measuring and testing surface coatings would multiply two to three times within the next 12 to 18 months. Mr I. B. Docherty, export sales manager for Balstom Ltd, saw the Japanese market as offering a greater potential for his company's range of high-efficiency filtration products than that of West Germany which already figures high on their list of export markets.

The other companies participating in the exhibition met with various levels of response ranging from good to poor. However even those falling into the latter category where competition from Japanese manufacturers appeared to limit their prospects in the domestic market, were actively following up potential opportunities for participation in major Japanese, third-country contracts particularly those in the Middle East.

Because of the nature of the machinery and equipment being promoted and the normally long period between the start of negotiations and the conclusion of sales contracts it is not possible to indicate precisely in cash terms the value of the promotion but the fact that eight of the 16 companies taking part were able to forecast that £722,000 worth of business would result in the next 12 months points to another successful promotion at the Tokyo Export Marketing Centre.

A busy scene in the exhibition hall as delegates and visitors survey British equipment on show at the Tokyo engineering fair.

First 'triple-header' engineering show unqualified success

From R. F. Gash, consul (commercial), British consulate-general, Ohio

Three major engineering shows, held in the same place and at the same time, drew exhibitors, engineers and high level executives from North America and overseas countries, including the UK, to Cleveland, Ohio on 26 to 28 October 1976. This 'triple-header', which included the hydraulics and pneumatics show, the power transmission design show, and the materials show, was mounted in the spacious convention centre where 270 exhibitors displayed their products and services.

Exhibitors included six British companies participating under the joint venture scheme sponsored by the Association of Hydraulic Equipment Manufacturers and the British Overseas Trade Board. All of the British exhibitors were extremely pleased with the first-

rate inquiries received on their stands and some have already booked space and will again exhibit at the next triple show which will be held at McCormick Place, Chicago, in October 1977.

One British firm, T. Webster Ltd, showed a new portable hydraulic test unit for the first time in the United States. This unit, together with other test equipment, attracted a lot of attention. Hayes-Shell-Cast Ltd had a varied display of iron castings made for the hydraulic industry and the company's representatives from Britain were kept busy answering inquiries from potential customers.

Two Dowty Group companies were also very active coping with a constant stream of visitors wishing to know more about the products made by Dowty Seals Ltd and Dowty Hydraulic Units Ltd. Hall and Hall Ltd was well pleased with the activity and level of questions asked about the hydraulic seals marketed in the United States through a subsidiary, Hallite Seals Inc, based in Fort Wayne, Indiana.

The remaining two joint venture participants, UCC International Ltd and Plessey Hydraulics, were also kept very busy and UCC's well placed and varied display of hydraulic components and accessories could not fail to be seen by an estimated 10,000 persons as they entered ths show. Plessey, whose exhibits included gear pumps, piston pumps, gear motors and various other units from the Plessey range, was well pleased with results of the show which David Tomkins, the Plessey business development manager, said would assist greatly in formulating future marketing strategy.

The triple show was run concurrently with the national conference on power transmission (next year's director will be Bill Crosher, manager of Renold Inc, a Cleveland-based British subsidiary), the national conference on materials application and availability and the national conference on fluid power. These major conferences brought to Cleveland many engineers and executives who influence buying decisions and helped keep exhibitors busy answering technical questions. Also taking advantage of this captive audience were other British companies who were showing in conjunction with North American affiliates.

It was the opinion of all who attended the show that this first triple show was an unqualified success. Now that the pattern has been set, the next triple show should be even bigger and better and British firms selling products or services to the engineering disciplines highlighted at the show, would be well advised to take part even if they are already in, or intend entering the United States market.

US textile machinery market slowly picking up

From J. R. W. Greenwood, vice-consul (commercial), British consulate-general, Atlanta

Twenty-seven British textile machinery and accessories manufacturers exhibited at the American textile machinery exhibition (ATME-I) in Greenville, South Carolina from 21 to 29 October 1976. The event was devoted to showing latest developments in fabric forming and finishing equipment by some of the world's leading manufacturers of machinery, equipment and accessories for the weaving, knitting and finishing processes.

Of the 27 British firms represented at the event, 20 firms took part in a joint venture sponsored by the British Textile Manufacturers Association (BTMA) and the British Overseas Trade Board.

Bearing in mind that the United States textile industry is slowly emerging from its worst recession in over 30 years, textile manufacturers are adopting a cautious attitude. Also pressure put on the manufacturers by the federal authorities to meet Environmental Protection Agency standards in their mills has meant allocating a large slice of their capital expenditure for this purpose which could otherwise be spent on new machinery and equipment. Nevertheless, although actual orders were hard to come by, keen interest was shown by buyers. Latin American buyers, in particular, were greatly in evidence.

Several of the British exhibits attracted particular attention. Stibbe (Burtotex) Ltd of Leicester created considerable interest with the introduction of their latest high-speed circular knitting machines – a multi-feed interlock machine and a multi-feed rib machine, for the continuous production of high quality fabrics for underwear and sportswear. Both machines are claimed to be faster than anything of their kind on the market. Bonas Machine Co of Sunderland, who reported good business, had an impressive stand on which were demonstrated the high speed 'Super 3000' and 'Varitex' narrow fabric mini-jacquard looms.

The 'Pickmaster' range of rope and cable braiding machinery developed by J. B. Hyde and Co Ltd of Altrincham was very successful, with a substantial number of orders actually taken on the stand. According to Mr B. T. Davies, general manager of the company, the success at the show represented a hard-won breakthrough into the United States market.

While many UK exhibitors felt that business was disappointingly slow, the United States textile industry as a whole is showing more optimism about the possibility of an upturn in business and hence increased opportunities for textile machinery manufacturers. However, textile economic indicators do not point to the possibility of a substantial upswing in the immediate future. Nevertheless, there is no doubt that exposure at the annual ATME show at Greenville should be an essential element in the marketing plans of British firms selling in the United States market.

Successful UK debut at Sydney hospital equipment exhibition

From A. White, consul (commercial), British consulate-general, Sydney

Sydney was the venue for Hospmedex '76, the first major exhibition of hospital and medical equipment supplies and services to be held in Australia since 1970. Hospmedex '76 (held on the Royal Agricultural showground from 19 to 23 October) attracted 123 exhibitors including national participation by Britain and New Zealand.

The exhibition was appropriately timed as federal and state government expenditure on new hospitals and extending existing facilities in the public sector in 1976-77 will exceed $A300 million of which nearly $50 million is ear-marked for purchases of new and replacement equipment.

British firms, their Australian subsidiaries

Larry Lees (left), chief radiologist at Auburn district hospital, and Ron Sheather (second from left), chief radiographer at Balmain district hospital, discuss GEC's medical equipment at Hospmedex '76.

and agents, played a prominent role in the exhibition with 33 exhibitors, 20 of whom participated in a joint venture sponsored by the BOTB and the British Health Care Export Council. Equipment on display ranged from sterile dressings from Seton and Kings Fund beds to EMI demonstrating their whole body scanner. Rehabilitation equipment also figured prominently on the British and other stands and Mecanaids with their Ambulift, Autolift and Mecalift hoists attracted considerable attention.

Attendance at the exhibition was marred on the first two days by appalling unseasonal weather but 170 senior people in Australian medical circles braved the elements to attend a highly successful reception held on the British stands on the opening day. This set the standard for the rest of the week and although the number of visitors was less than expected the quality was uniformly high and all exhibitors received serious inquiries and in a few cases orders from new customers and contracts. Buyers from the major hospitals and health departments in every state visited the exhibition, those from western Australia travelling nearly 4,000 miles to do so.

Although it is not usual for orders to be placed on the spot in this type of exhibition, Dent and Hellyer, Medicbath, Homa Castors, Eschmann, Keeler, Seton and P. K. Morgan all wrote business totalling in excess of $A100,000. In addition EMI, GEC, Hoskins, Anax and Aquarius, received positive inquiries which could lead to worthwhile orders in the near future.

The Australian Hospitals Association held their annual conference during the last two days of the exhibition and most of the 500 delegates from all parts of Australia took time to visit the exhibition and to discuss their problems and requirements with exhibitors. These discussions were extremely useful for the British visitors who were able to obtain at first hand a detailed insight into the market.

The success of the exhibition can be judged by the fact that more than 80 per cent of the exhibitors said they would again participate if a similar exhibition was held in two to three years time.

British firm triumphs at Dutch finishing fair

From G. J. C. Pirnie, second secretary (commercial), British embassy, The Hague

For one firm on the small British joint venture stand at the international surface treatment (Interfinish/VOM '76) exhibition held at Amsterdam from 25 to 29 October, the show went on too long. As the newly-formed company's managing director, Brian Middleton, said, 'on the basis of firm inquiries we have received I should have been happy to have gone home after two days'. Crusader Engineering took on the stand firm orders worth well in excess of £250,000 and reckoned that inquiries received could result in over £1 million-worth of business. The Dutch Minister for Economic Affairs, Dr R. F. M. Lubbers, spent a considerable period of time on the firm's stand during his official visit to the exhibition.

Dutch Minister for Economic Affairs visits the Crusader Engineering stand at Interfinish/VOM '76.

Not all firms of course aroused or expected to arouse the interest that Crusader Engineering did. Interfinish/VOM is, in more senses than one, a specialised exhibition. Although the products of nearly 500 manufacturers were on show on the stands of about 150 companies and although the show attracted visitors from all over the world it was essentially an exhibition for north-west Europe and most firms exhibiting were doing so on the stands of their Dutch agents. Indeed several of the firms exhibiting on the joint venture stand had Dutch agents who had stands elsewhere in the exhibition hall.

At an exhibition such as Interfinish/VOM where agents are on show just as much as the products on their stands, one is struck by the enormous qualitative difference between agents and by how important it is for British firms using the occasion afforded by the exhibition to appoint agents, to make the right choice. All too often one hears British firms lamenting the fact that they are tied into a dying agency or that their agent is not turning over the amount they think he should and all too often nothing but lamenting is done. The firms return home stimulated by the exhibition – their ardour dampened subsequently by their agent's performance.

Containerisation boosts interest in materials handling fair

From D. J. Green, vice-consul (commercial), British consulate-general, Johannesburg

Following previous successful participation in the biennial international materials handling and physical distribution exhibition at Milner Park, Johannesburg, the Birmingham Engineering and Building Centre again sponsored a group of over 20 British firms taking part in this year's show held from 18 to 22 October.

The British joint venture, supported by the British Overseas Trade Board, occupied a large area of the hall of industries close to the entrance as well as an open-air site just outside for the larger equipment. Among the British goods displayed were a wide range of fork-lift trucks, side-loaders, container handling equipment, cranes, conveyors, and associated storage equipment and pallets.

Although the general business climate was less encouraging than it was at the last exhibition two years ago, the introduction of containerisation in South Africa next year enhanced local interest in this year's show. Indeed, some British exhibitors found an increase in the number of serious business inquiries compared with 1974, and it was generally agreed that the attendance – 13,000 trade visitors – although down on the 1974 exhibition, was of high quality. Some worthwhile orders were taken, and most of the British participants were well enough satisfied to wish to return to South Africa for the 1978 exhibition.

Shelving and other storage equipment was among the British exhibits on show at the Johannesburg fair.

Overseas trade export successes

£3.2 million order for Sheffield firm

High Mead Overseas Ltd, of Sheffield, has won an order worth £3.2 million for equipment for major improvements being carried out to harbour facilities at Port Harcourt and Calabar, Nigeria.

This contract is in addition to about £230,000 worth of business placed with High Mead by other Nigerian companies for injection moulding machines, machine tools and vehicles, and – through an associated group company – mobile housing worth £350,000.

The major order, which will be completed by February, includes dredgers and ancillary pipework, cranes and piling rigs, earth-moving and grading vehicles, excavators, lowloaders, lorries, tippers and tankers, dumpers and forklift trucks, boats, pumps, concrete mixers and other contractors' plant, generators, compressors and welding equipment, asphalt and crushing plant, rollers and tar sprayers, and workshop equipment.

Major export contract for Conder

A contract for steel framed buildings worth over £3 million has been awarded to Conder Exports Ltd, Winchester, by the Iraqi government.

The contract is for building 16 animal feed stuffs stores next to feed mills being built at 13 different sites in Iraq, from Mousel in the north to Basrah in the south.

Conder, is also acting as project manager using a local contractor for the erection and civil engineering works.

Burners for Jordan

Peabody Holmes Ltd, has won a £118,000 order to supply 12 APR oil/gas burners for installation at an oil refinery in Jordan.

Peabody Holmes are supplying the 875kg/h capacity burners and associated fully automatic, solid state management systems.

YSE wins Bahrain order

An order worth about £250,000 has been won by Yorkshire Switchgear and Engineering Co Ltd, of Leeds, from the Arab Shipbuilding and Repair Yard for 'So-hi' circuit breaker equipment to be used for electric supplies in a new dockyard complex at Bahrain.

Message-switching system for Saudi Arabia

Over £50,000 worth of Racal-Milgo data communications equipment has been ordered by Aramco – the Arabian-American Oil Co – for a message-switching system. The system will link the company's oil wells, offices and refineries throughout Saudi Arabia, allowing the fast exchange of information needed for the efficient control of a large oil company.

The system, based on a Collins C900/120 message-switching computer, will go into operation early next year, enabling terminal users in any of Aramco's Saudi Arabian locations to communicate with each other.

Nigeria orders no-break power supply

Anton Piller (UK) Ltd of Cirencester, has received an order for a complete 100kVA no-break power supply system from Nigeria. The order, worth just over £21,000 is for a rotary-based system to power a new computer installation at the University of Lagos. The entire system has to be operational by the end of December.

UK firms to supply US with alloy steel tube

TI Weldless Ltd, a TI Steel Tube Division company of Wednesfield, West Midlands, and TI (Export) Ltd, the Steel Tube Division's export organisation, have concluded a supply agreement with Southwest Tube Manufacturing Company of Tulsa, Oklahoma. Under the agreement TI Weldless will supply the American company with hot finished alloy steel tube to the value of over £500,000 next year for cold drawing to smaller sizes for sale in America.

Phones for Middle East

GEC Telecommunications Ltd of Coventry has received well over £500,000 worth of orders for private telephone exchange equipment from the Middle East.

Placed over the last few months, the orders cover installations in Abu Dhabi, Dubai and Oman. They include a PABX4 exchange with 300 extensions for the Ramada Inn Hotel and a PABX4 with 250 extensions for the Ministry of Finance in Abu Dhabi, and extensions to existing GEC PABX installations at the police headquarters and the McDermott oil-rig fabrication factory in Dubai. These last two orders have been received from the Abu Dhabi Telephone and Telegraph Co Ltd and the Dubai State Telephone Company which are now part of the newly formed Emirates Telecommunications Corporation.

Switchgear ordered by Romania

A £750,000 order for electrical equipment from Romania has been won by Brush Switchgear Ltd of Loughborough, a Hawker Siddeley company. The equipment will eventually be installed in the Middle East.

The equipment includes 85 panels of oil-immersed electrical switchgear rated at 10kV, 700MVA and 3kV, 200MVA. Also included in the order are 10 flameproof transformers which will be manufactured at another Loughborough-based Hawker Siddeley company, Brush Transformers Ltd.

UK engineers design Dubai colour tv studio

White-Young and Partners are acting as consulting engineers for a colour television studio complex in Dubai.

Construction began in June and should be completed within the next few months. The project, covering an area of about 4,500m², is to extend the existing studios in Dubai, one of the United Arab Emirates, for Sheikh Rashid Bin Said Al Maktoum, the ruler, at a cost of £1.5 million.

Translators win W. German order

Able Translations Ltd has received an order from West Germany worth DM55,000 for the translation to English and camera-ready presentation of textbooks covering experiments and practical work in physics, chemistry and biology. This success follows previous work satisfactorily executed for the same client.

During the past three years Able has earned more than £72,000 from foreign customers.

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Chrysler (UK) wins £350,000 export order

Chrysler (UK) Industrial Sales Group has won an export order worth £350,000 a year from one of the world's biggest suppliers of automobile door mirrors. The order is for door mirror shells, which will be produced at the Special Products division's zinc die casting plant in Birmingham.

The mirror shells will be supplied to Jervis GmbH, a European subsidiary of the Harman Industries Group of the United States – claimed to be the biggest supplier of internally adjustable automobile door mirrors in the world. The mirror shells have been designed to conform to existing and planned European safety legislation affecting door mirror design. Production will start early in the new year.

Bradford company provides accommodation at Polish PVC complex

C. and R. Constructions Ltd, the Bradford-based timber building manufacturer, has secured a £120,000 contract for the supply and erection of civil engineering site accommodation at a PVC production complex in Wloclawek, Poland. The PVC complex is being built by a British consortium headed by Petrocarbon Developments Ltd.

A team of 23 men from C. and R. will erect the site accommodation, the majority of which will be constructed using a new, specially-designed modular system, but there will also be six of the firm's 'Hy-Jac' units.

Romanian order for Plessey ILS equipment

Plessey Navaids has won an order for the installation of its Plan 17/18 Series instrument landing system equipment in Romania. This will be installed at Otopeni, Bucharest's international airport. The total value of the order is approximately £150,000.

This installation marks the start of Romania's interest (in common with other eastern European countries) in increasing their landing aids capability to match up to the best of international standards. For Plessey Navaids it will be its first installation in the Romanian capital city.

USSR orders scientific apparatus

Orders worth £160,000 for two mass spectrometers and a data acquisition system have been placed with AEI Scientific Apparatus Ltd by Technsabexport, Moscow. The equipment, which is scheduled for delivery in December, includes double-beam MS 1073 and MS30 mass spectrometers and a DS50 data-acquisition system.

Russian sales success for Nuclear Enterprises

Orders totalling over £100,000 for advanced computer interfacing modules have been received by Nuclear Enterprises Ltd, as a result of the Radiophysik Exhibition held in Moscow from 13 to 23 October.

These electronic units from the company's 'Camac' modular range will be used by a leading Russian scientific institute for physics research.

Pye Unicam wins largest ever single export order

Pye Unicam Ltd has successfully negotiated a contract with the USSR for scientific instruments in excess of £800,000. It is Pye Unicam's largest single order to date.

The contract is for 20 Pye Unicam Series 404 Mk II process chromatographs and 20 Du Pont (UK) Ltd type 560 moisture analysers which incorporate micro-processor controlled samplers. The instruments – five of each – will be installed in four different petrochemical plants in the Soviet Union and will be used for on-stream analysis to improve and optimise purity levels during processing.

Simon to supply corrugator to Sweden

A major order for a computer-controlled, continuous-running corrugator has been placed with Simon Container Machinery Ltd, Stockport, (a Simon Engineering company), by Munksjo AB, Sweden. It will produce corrugated board to a width of 2.45m at speeds up to 200m a minute.

The corrugator is 94m long and will incorporate the most advanced Simon systems including centralised computer control and new patented features which enable preset automatic order changes to be made at high running speeds.

UK firm aids expansion of Kenyan sugar company

Booker McConnell has been engaged, through two of its subsidiary companies, Bookers Agricultural and Technical Services and Fletcher and Stewart, to undertake a major expansion of the Mumias Sugar Company in Kenya. This project was developed on behalf of the government of Kenya by Bookers Agricultural and Technical Services, which has provided technical and management services since 1971. Fletcher and Stewart also built and erected the factory, which started work in July 1973. The expansion scheme will cost about £35 million.

Bookers Agricultural and Technical Services will be responsible for the detailed planning of the expansion project and for supervising and monitoring its implementation. It will also ensure its integration within the existing organisation at Mumias.

Fletcher and Stewart will design, engineer and supply the plant and equipment required for the factory extension and will be responsible for its civil engineering, erection and commissioning. Fletcher and Stewart will also undertake the procurement of the tractors, equipment and vehicles required for the agricultural development.

The total additional staff and work force required by the Mumias Sugar Company as a result of the expansion scheme will be just over a thousand. As in the past a high priority is being placed on the recruitment and training of Kenyans for technical, supervisory and managerial positions.

AGI win Norwegian navy log order

Aeronautical and General Instruments Ltd (AGI) of Croydon has been awarded a contract valued at £250,000 to install their electromagnetic speed and distance log in all new build ships currently approved for the Royal Norwegian Navy.

This order was only confirmed after the guaranteed accuracy and reliability of the log had been proven by sea trials. The AGI Log is now fitted in ships of 14 navies of the world.

New Breco ropeway to cross the Nile

British Ropeway Engineering Co Ltd (Breco), of Sevenoaks is to install a monocable ropeway 2km long, crossing the River Nile and carrying limestone to Maspio Cement Corporation's works at Atbara, Sudan. It will run parallel with a ropeway supplied by Breco in 1951.

The order has been received from F. L. Smidth and Co A/S of Copenhagen, who are currently extending the capacity of the cement works for Sudan's Building Materials Corporation.

Capacity of the new ropeway will be 150 tonnes per hour, supplementing the 60 tonnes per hour of the existing ropeway.

The two spans across the Nile are both 350m long, with a supporting tower 40m high to be erected on a small mid-river island. This allows ample clearance above high-water level – during flooding the Nile waters rise by 10m and become nearly 2km wide at this point.

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THE INVASION OF LIVERPOOL

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What's so special about Merseyside?

Noel Belam, regional director, Department of Industry, begins the series of answers to the question 'What's so special about Merseyside?'

It's a question often asked by people outside the North West. Historically, Merseyside was a place of bustle and prosperity – built up on commerce and cotton and shipping, with its panoply of docks, warehouses and offices. It was outward looking, confident and progressive; a port of major importance to the world at large. Less than 20 years ago it was a springboard for passenger services to all corners of the earth.

But the pattern of trade and travel, and indeed industry, has changed radically over the last 20 years. Containerisation, motorways, air transport – all have had dramatic effects on the economy of Merseyside. Thus the need for substantial commercial back-up facilities to support its historical role has diminished. These facilities were labour-intensive – so many job opportunities disappeared and, since the manufacturing sector of the area was too weak to take up the slack, there has been an intolerable increase in the number out of work.

To alleviate the situation the expanding motor car industry came to Merseyside in the early 1960s. This was a watershed, bringing regular, highly paid jobs in place of casual work. It was a break with tradition and not without some of the side effects of rapid change. Unfortunately the growth of new jobs being created could not keep pace with the number declining.

The early 1970s brought a further trauma. Britain joined the EEC and in the general euphoria of expected increased trade with Europe the port of Liverpool thought it found itself facing the wrong way. No one can alter the accident of geography, but Merseyside has other strategic advantages that can be, and are being, exploited. It is centrally situated for exports and imports not only for Great Britain but for the EEC as a unit, and it is also an integral part of a region which is the keystone of Britain's manufacturing strength.

There is indeed much going for the Merseyside Special Development Area, which also embraces north-west Cheshire – through its strategic position, its own efforts to regenerate its economy, and the substantial financial incentives that the government offers firms to set up or expand in the area.

Industrialists should note these features! Excellent communications by land and sea, one of the most advanced dock systems in the world at Seaforth, a major international airport on the doorstep, well-serviced land for industry, factories ready for immediate occupation, a surplus of manpower, a market of 19 million people within two hours drive, and leisure-time attractions galore.

No doubt you will hear rumours of poor labour relations on Merseyside. The truth is that most people everywhere want a rewarding job and are anxious to play their part in contributing towards a prosperous and successful economy. Merseyside is no different in this regard from anywhere else. An example is the joint efforts of unions, management and local authorities now progressing to hammer out a practicable industrial strategy for the area.

So what is special about Merseyside? There is no simple reply to the question but some of the answers will be found in this special report.

The new Merseyside

by Councillor W. H. Sefton, chairman of Merseyside County Council and chairman of the North West Economic Planning Council

The new metropolitan county of Merseyside extends from Southport in the north to Heswall in the west and St Helens in the east, comprising the five metropolitan districts of Knowsley, Liverpool, St Helens, Sefton and the Wirral with a population of 1.6 million and covering an area of 250 sq miles.

The new Merseyside County Council, upon its formation in April 1974, accepted, in co-operation with the districts, the challenge of the economic regeneration of Merseyside. Our serious concern about the need for economic regeneration is shared by government and other agencies with whom we work in close liaison to develop this area where unemployment levels are unacceptably high and currently running near 11 per cent.

Merseyside has seen great changes – there has already been a substantial transformation in its industrial and urban environment – but much more remains to be done. In this county we are going through a second industrial revolution. We are restructuring the industrial and commercial base – from relying upon the port and related industries and commerce, we have moved to diversification into a wide range of new manufacturing operations and increasing commercial activities.

One encouraging feature of this second industrial revolution is the revitalisation of specific traditional industries which have developed recently using advanced technology. Examples of these new ventures, based on former Merseyside skills, include processing of bulk materials (soya bean technology) and vegetable oil refining, specialist shipbuilding (a new yard opened on the Mersey just two years ago), shipping management, and marine engineering (this time for the offshore industry).

The county council has taken on the major role of encouraging its indigenous industries to expand and develop as well as attracting new business undertakings to locate within the area. New industries have been introduced to rebuild the inner areas of the urban core with industry being encouraged to take advantage of sites close to existing labour pools, in areas where the housing stock is being regenerated.

The growth of indigenous industries, particularly the small company, is an important element in the county council's efforts to stimulate the economic growth of Merseyside. The county council, through its Industrial Development Office, provides positive help to companies wishing to expand, encourages other groups to co-operate in joint marketing operations and has even provided the base for a local Offshore Development Association to be formed as a trading consortium.

To cope with the new industrial revolution we are investing here on Merseyside in a great new transportation system. Many incoming businessmen have remarked to me that we have in the North West, and particularly in Merseyside, the finest motorway system in the UK. From the Royal Seaforth dock it is now possible to travel by motorway east to the M6, the main north-south corridor route, and also trans-Pennine to Hull, for direct ro-ro and other shipping services to Europe. The M62 motorway, linking Merseyside (the main UK deep-sea export port with particular ties to North America) with Humberside presents an exciting opportunity to develop the concept of a landbridge between the Merseyside-Greater Manchester industrial belt and the east coast industrial area around Hull and serving en route the major manufacturing belt of west Yorkshire. In central Liverpool we are building the largest new underground railway system in the country, designed to integrate and speed-up the already extensive existing lines. By 1977 Merseyside will have positively the best urban and underground commuter system outside the capital.

This is the New Merseyside, forging ahead as a county, in partnership with the district councils and industrial and commercial companies, an area of great opportunity for the incoming company and a county which I, personally, guarantee will do all it can to help your company to settle, grow and prosper.

What's so special about Merseyside?

We try harder

Sir Stanley Holmes, chief executive of Merseyside County Council, talks to Alan Williams about Merseyside's problems and achievements.

When the Merseyside County Council was formed two years ago, you were widely quoted as saying that you would lead the economic battle on Merseyside. What has been achieved so far?
I'm not sure I said I would lead it, because that has a touch of arrogance about it, but I certainly said without any doubt that the highest priority for Merseyside was to strengthen the economic base. As to what we have achieved in the intervening 2½ years, I would say of course that one doesn't expect to solve all the problems in that timescale. But by the joint efforts of ourselves and others, we have already brought some 4,000 new jobs into the area, and with our help existing industry has created another 2,000. In addition, we have plans involving a further 3,000 jobs under discussion at the moment.

Merseyside now enjoys Special Development Area status, and as such attracts maximum grant from central government for eligible projects. So what more can be done to persuade managements to look anew at Merseyside?
In terms of financial inducement, I suppose we have reached the limit – and in any case, as you say, inducement comes from central government, not local government. What we have to do is to project Merseyside as it really is – to talk about what we can offer new companies. We possess so much here it is very much a marketing job. Having said that, I don't want to give the impression that we think the area is perfect, because I would be the first to admit that, like everywhere else, we have certain areas with a need for environmental uplift. But I certainly think that the traditional prejudices against the area, often fostered by the media, need to be corrected and removed.

Present national policy seems to be swinging away from the post-war green field New Town concept back to urban replacement, especially in the decaying inner suburban areas. How do you see that helping Merseyside's problem?
All the work on our structure plan in the last two years has been based on the reclamation of worn-out areas. There have in the past been tremendous social pressures within the County, but they have now been largely solved by the exodus of people from the urban centre and we have now reached the stage, I think, where that movement needs to be stopped and gradually reversed so that we can reclaim the urban centre, both for industrial and commercial use and for residential development. But I am afraid that local government on its own simply hasn't the resources to achieve this. So what we are saying to the government is that the multi-million resources which since the War have been pumped into the New Town development programme, with the resultant benefits we see today, should be kept in the national economic equation but increasingly redeployed into urban reclamation. Not for us alone, you appreciate, but for all cities with urban redevelopment problems – although we would argue that in fact our problems are probably more acute than most!

But this sounds rather like an abrupt change of direction, especially in the promotional sense. For the last two decades you have been persuading firms and their employees to move out to new industrial estates, or even as far as the New Towns. Now the pendulum is swinging the other way, and you are trying to stay put and regenerate, as it were, in the inner suburban areas.
First, we must convince both management and their workforce that we have the right commodity to offer them. In many ways we can compete quite easily in green field site terms – we can talk about availability of land and buildings on equal terms, and we can certainly get our costs into the same bracket. And the urban areas can compete with anywhere in communications terms. But eventually we come back to the environmental point, because if, in total economic terms, we can compete equally with green field sites, one then has to make quite sure that the environmental setting is equally acceptable. We need to convince people who are going to move into the area that when they get here, life is going to be highly civilised. We on Merseyside don't think we need to do much about that, other than tell the world, because we already have every cultural activity and opportunity one can need, and some tremendously attractive residential areas.

But what about the problem of unemployment? At 11 per cent, the unemployment level on Merseyside is the highest in any Special Development Area. What special measures are you, as an authority, taking to tackle the problem?
This is what it's all about. When one talks about strengthening the economic base one is really talking about tackling the unemployment problem. Apart from the marketing

The changing skyline of Liverpool: the dockland cranes have given way to the towering office blocks around Old Hall Street, and a vast new office complex is to be built on the site of Exchange Station, due to be demolished next year when Merseyside's new underground system comes into operation.

exercise and making sure one has the commodity in terms of land and site availability, without which one can do nothing, we are exploring certain other special areas. We have discovered, for instance, that there is land in private ownership, or in the ownership of another public authority, which is being under-utilised because it isn't marketable without some injection of capital to service it in some way. We have already agreed terms with organisations in the City, in the Wirral and in St Helens, whereby we have set up a consotrium to find the money to develop and service the land. And we are co-operating with the Department of Industry to ensure that they in their turn are ready to put new factories on this serviced land.

We have concentrated, too, on our existing industry, particularly on the small firms sector. We are not just looking outside the area, we are looking to see what we can do to help those already here. We run a taskforce and we have approached a wide range of small companies to see what their problems are, and what can be done. We have been amazed, in fact, to find just how little they know about the help that is available to them. We have looked at the offshore gas and oil industry to examine the potential and to consider what the needs of the industry are.

I think you would agree that, despite your efforts over the past few years, Merseyside still has, shall we say, an indifferent labour relations image. How would you convince the principals of a new company, coming here for the first time, that this reputation is quite unwarranted?

We are very much aware that this image exists, simply because one hears so much about it from people outside the area. I could introduce you to the managing directors of a number of companies, large and small, and of varying activities, all of whom are ready to speak well of their labour relations record. Some are companies who have been here for a century and are still operating successfully, and others are companies who have come here in very recent years, but most will tell you, taking the overall picture, just how good the labour relations are and how good the labour force is.

Among the firms who have come to Merseyside and settled happily, what is the main factor that influenced them to come here?

I think it would be naive to suggest that the financial inducements available from Central Government have not been a great factor! In some quarters there are doubts about the pulling power of financial inducements, but I am convinced that it has been a very real and important factor. But in my experience, when one has the chance to meet representatives of a company and tell them what the area really has to offer, and they are getting down to making choices, they realise perhaps for the first time that this is an area which is both attractive to them in straight economic industrial terms and also an area in which any people they bring here, whether at factory or executive level, can find what they need. They can live here in ideal surroundings, their children can go to good schools, and there is a strong and exciting cultural and recreational base which can compete with anywhere in Great Britain.

Prime Minister James Callaghan inaugurates a factory complex at Rock Ferry, Birkenhead. The complex of 75,000 sq ft will be available in units of 3,300 sq ft upwards. It represents a step forward in revitalisation of derelict inner urban areas.

What then in a nutshell would you say were the special attractions of Merseyside to incoming industry?

To a degree it would vary from industry to industry, but I suppose the main attraction is the pattern of communication. We are the major exporting Port of Britain, we have magnificent motorway links, excellent rail communications, local airport facilities and international airport facilities at Manchester just 30 miles away.

You can take it for granted that for anybody proposing to come here we would do our best to offer them the site they want, or the building they want. Depending of course on the product, we can talk about proximity to markets – we are within a very short distance of the major centres of population around Manchester and in the Midlands. And above all, of course, we would emphasise the availability of an existing labour force!

In spite of the fact you have what is probably one of the finest local motorway networks in the country, some people would say that with the growth of ties with the European community, Merseyside is wrongly placed geographically for future industrial expansion. How do you react to that?

This is a new problem and we mustn't run away from it. Primarily, we are a western sea port serving the rest of the world, and in terms of straight economics I suppose if the cost of transport between here and somewhere else in Great Britain makes a company uncompetitive, of course it is not going to come here. But I suspect that when a company looks at the total equation, it will find that our communications are so good, particularly with the M62 leading straight from here to Hull, that it can come here and remain competitive even in EEC markets. And, of course, we are ideally situated for importing or exporting through Britain. If you unload on trucks, at Liverpool you can sail out of Hull and finish up in south-east Europe before finally offloading.

Unemployment apart, what do you see as the greatest single problem facing Merseyside at the moment?

I think we have touched on it already – the problem of the worn out nature of the inner area. It has until now been deliberate policy to move people out of the older populated centre, and local authorities throughout the country have done it to provide new homes and jobs for what was seen as 'overspill'. But now, if you add natural migration to these organised moves, we find we have a nett loss of population from the county. So now we want to draw people, industry and commerce back into the centre of the county, not just into the city of Liverpool itself but to the areas across in the Wirral and in the districts of Sefton and St Helens. The problem now is how we are to achieve this reclamation – and how we are to find the national resource to do it.

Today, right across Merseyside, new projects are mushrooming. But how far along the road to the new Merseyside have you actually got – how much is there still to do?

There is certainly still a lot to be done. But I don't think people realise how much we have achieved already. Merseyside consists of five districts, but the heart of the county is, and of course must remain, the city of Liverpool. Both within the city, and in certain places outside it, a tremendous amount has been achieved. Right in the heart of the city on the river front, the whole pierhead has been refurbished and is now an attractive area for people to visit. A second road tunnel has been driven under the Mersey, the whole University precinct has been developed, and in the heart of the city there is a 6½ acre complex of markets, shops, hotels and entertainment centres. A great network of walkways which completely separate pedestrians from traffic is now emerging in the centre as part of a long term programme, and one can already walk a long way from office to hotel, to bank or to shop without ever coming down to ground level. Just to the North of the centre, in Bootle, now part of Sefton, there has been tremendous commercial and shopping development.

There is no end to the programme; it has been started and will continue with enthusiasm. We have, of course, to accept current economic realities, but we are determined that they will merely be a pause in tempo and in no sense an abandonment of the overall programme.

Finally, Sir Stanley, how do you see Merseyside developing over the next five years?

We would certainly expect to share in any improvement in the economy. We on Merseyside have to take our share of any recessions, and we would therefore expect to come up with any resurgence. And I would like to think that we could achieve not simply our share of any uplift, but that with the immense joint effort that is made on Merseyside – between ourselves, the Department of Industry, the Mersey Docks and Harbour Company, the chambers of commerce, and many others – we can together give that extra drive necessary to improve permanently the economic and industrial base of Merseyside.

What's so special about Merseyside?

An area of major importance

		% of UK
Population	1.66m	3
Workforce	0.76m	3
Employment		
manufacturing	0.27m	3
services	0.39m	3

Liverpool is the second largest port in the UK and the largest deep-sea export port. Direct access to world trade routes. Fast rail and road links to other major ports in Britain. Daily 75 mph Freightliner service from Liverpool.

Major British companies with plants on Merseyside include:

Associated Biscuits, Automotive Products, BICC, Birds Eye Foods, Bowater, British Leyland, British Oxygen, Bryant & May, Cadbury Schweppes, Cammell Laird, Courtaulds, Delta Metal, Dunlop, Evans Medical, Fisons, Girling, Huntley & Palmer, Hygena, ICI, Lever Bros, Lucas, Metal Box, Metal Closure Group, Parsons Chain, Pilkington, Plessey, Rentokil, RTZ Metals, Stone Platt, United Biscuits, Yorkshire Imperial Metals

International companies on Merseyside include:

AC Delco, Canadian Pacific, Cabot Carbon, Champion Sparking Plugs, Cooper Bessemer, Cross International, Esso Petroleum, Ford Motors, Kellogg, Kelvinator, Kodak, Kraft Foods, Lilly Industries, Massey-Ferguson, Morgan Crucible, Otis Elevator, Shell, Standard Brands, Squibb Pharmaceuticals, Turtle Wax, Unilever, Van Leer, Vauxhall, YKK Fasteners

Overseas companies with subsidiaries on Merseyside

	Workforce
North American	41,500
EEC	3,800
Elsewhere overseas	700
Total	46,000

Merseyside has 41 per cent of the employment of all foreign firms in the North West, and almost half that of all North American firms in the region.

There are four major hotels in the centre of Liverpool – the Adelphi and the recently built St George's, Atlantic Tower and Holiday Inn.

Diversified economy

Manufacturing

	Employees	% of UK
Food, drink and tobacco	45,000	6
Chemicals	30,000	7
Mechanical engineering	15,000	1
Electrical engineering	30,000	4
Vehicles	40,000	5
Other metal goods	10,000	2
Textiles	5,000	1
Clothing and footwear	10,000	2
Brick, pottery, glass	20,000	8
Timber and furniture	10,000	3
Paper, printing, publishing	15,000	3

Services

	Employees	% of UK
Insurance, banking, business, legal	40,000	3
Distribution	85,000	3
Transport and communications	70,000	5
Public utilities	10,000	2
Education and health	85,000	3
Miscellaneous services	65,000	3
Government (national and local)	40,000	3
Construction	45,000	3

Strategically situated in central Britain

Within 100 miles radius there are 19 million people

51% of UK manufacturing activity

60% of all metal, engineering and shipbuilding firms in UK

60% of all textile, leather and clothing manufacturers

46% of all food, drink and tobacco firms

44% of all chemical and allied industries

36% of all paper and printing industries

	From Liverpool (Hours)	
	Road	Rail
Birmingham	1¾	1¾
Bristol	3½	4½
Cardiff	3½	4½
Glasgow	4½	4
Hull	2½	3
London	4	2½
Newcastle	3	3½
Sheffield	1¾	2

The area is close to the intersection of the main north-south and east-west motorways, M6 and M62, and the main electrified rail route between London and Scotland.

Regular direct flights to major cities from nearby Manchester International Airport

	M	T	W	Th	F	S	S
Amsterdam*	•	•	•	•	•	•	•
Berlin	•	•	•	•	•	•	•
Brussels*	•	•	•	•	•	•	•
Copenhagen*	•	•	•	•	•	•	•
Cork		•		•	•	•	•
Dublin*	•	•	•	•	•	•	•
Düsseldorf	•	•	•	•	•	•	•
Frankfurt*	•	•	•	•	•	•	•
Geneva	•	•				•	
Milan*	•	•		•	•	•	
Montreal	•	•	•	•	•	•	•
New York*	•	•	•	•	•	•	•
Paris	•	•	•	•	•	•	•
Rome*							•
Toronto	•	•	•	•	•	•	•
Zurich*	•	•	•	•	•	•	•

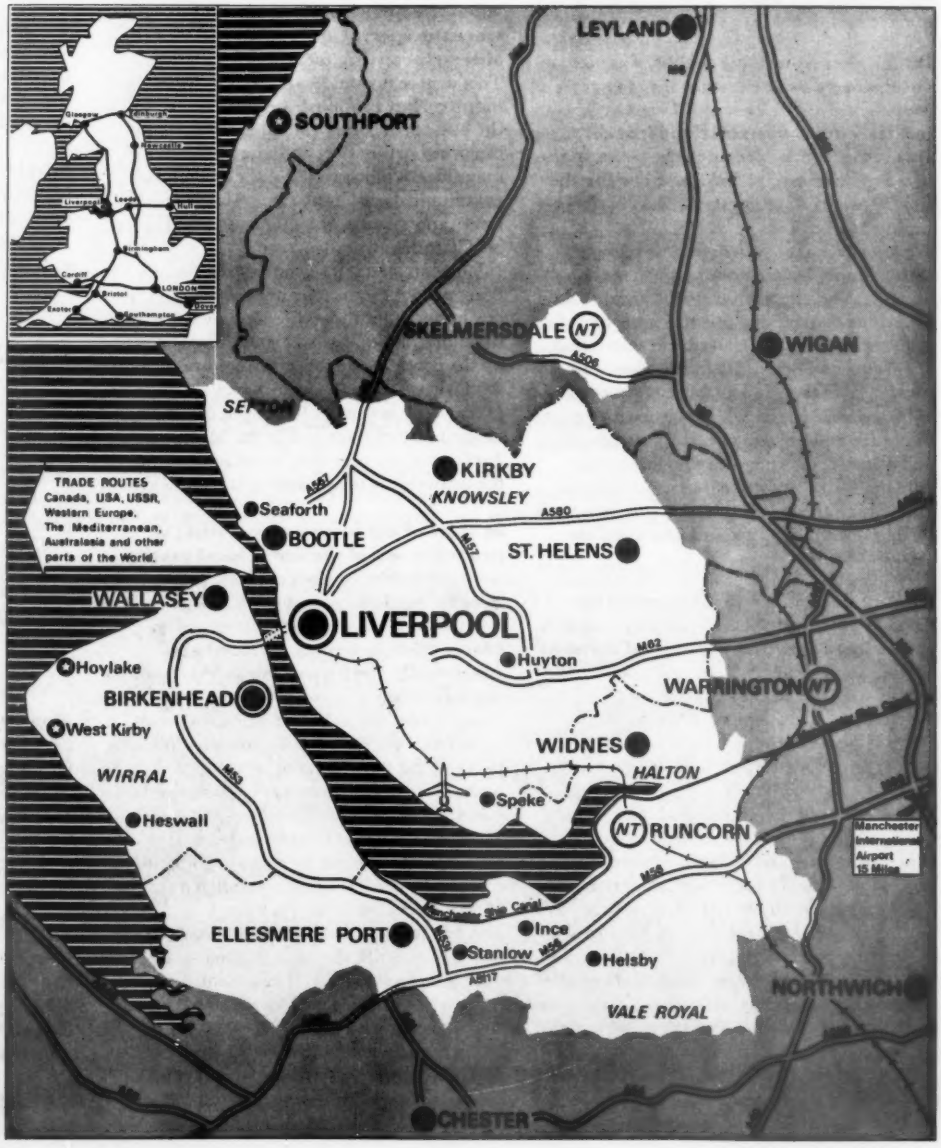
* Regular freight services

Higher education

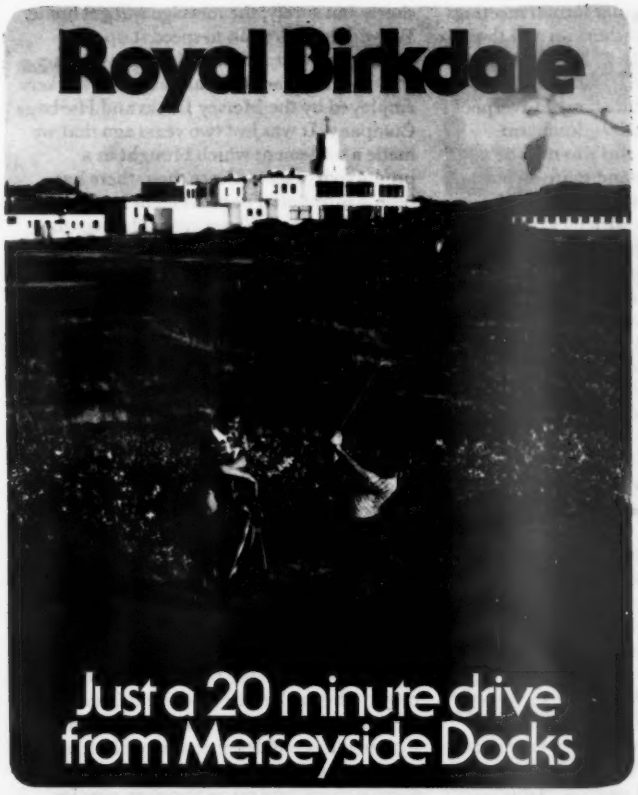
Student population

University of Liverpool	6,700
Liverpool Polytechnic	6,500

Other establishments for higher education on Merseyside include colleges of technology, technical colleges, and colleges of further education.



Royal Birkdale



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Unilever Ltd.	Imperial Group	British Leyland Motor Corporation	Shell-Mex and B.P.
General Electric Co.	Bowater Corporation	Courtaulds	Rothmans International
Rio Tinto-Zinc Corporation	Ford Motor Co.	Grand Metropolitan	Guest, Keen & Nettlefolds
Esso Petroleum Co.	Dunlop Holdings	George Weston Holding	British Insulated Callender's Cables

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The New Merseyside

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What's so special about Merseyside?

A major port on your doorstep

One of the major attractions of Merseyside as a base for industrial and commercial development is the proximity of Britain's largest deep-sea export port. John Page, chairman of the Mersey Docks and Harbour Company, talks to John Bradbury about the port's progress and prospects.

The port of Liverpool has undergone a major transformation over the last ten years. Could you outline the progress that has been made?

Basic changes have taken place in the organisation of the port authority, apart from the improvement in the port's facilities. We have become a stock company instead of a public trust as a result of the financial crisis which hit us. We wrote down our capital by 60 per cent, which was a staggering experience. Another factor is that we have also changed from being simply a port authority into a large cargo-handling organisation. We are probably the biggest single cargo-handling organisation in Europe. This is a considerable change in our activities.

As a result of taking over cargo-handling companies using the port, we have increased considerably in size. In this new situation, we found that we had too many employees and that we were not properly organised to do the job. So we had to reorganise to take into account our new activities. A voluntary severance scheme was introduced to get the labour force down to the correct size. In 1972, 2,800 left under this scheme, and recently a further 700 have gone.

So we have rationalised our operations and we have a streamlined workforce. Another major factor has been that we have closed permanently the old South Docks and commissioned the new Royal Seaforth dock system, which is the most modern of its kind in Europe.

Merseyside itself is changing, aiming for a diversified industrial and commercial base. How does the port fit into this strategy?

We keep very close contact with the local authorities in the port's area, and have considerable influence in the developments which take place, and we also keep in close touch with our customers. Regular formal meetings are held with the local authorities and the port users.

It is true that, with better inland communications and diversification of Liverpool's industrial base, we are not as dominant locally as we used to be. But this may be a good thing because we stand more on our own feet nationally than we used to do.

Through our contacts with local authorities, we endeavour to attract customers who are interested in having their businesses close to a port. Some companies still want to have a manufacturing base near a port, both from an importing and exporting point of view. So in this way, we are fitting into the plans for helping industry to develop in the Merseyside region and to be more diversified.

Rightly or wrongly, Merseyside used to have a poor image for its industrial relations on the docks. What is the position now?

There has been a conscious effort by everybody in the port to improve industrial relations. We all realise that we have a common purpose to make the port of Liverpool a success. Therefore, it is essential that we have good industrial relations . . . and, now, they are good!

We are never going to have perfection in industrial relations, but we have a very good situation at the moment and I am sure it is going to continue. Yet, I go around the country and there are still too many people who think of Liverpool as it was ten years ago. We have marketing tours around the country in which our shop stewards take part and they tell people: 'Look, we work together. There is nothing wrong with our industrial relations.' Perhaps it will take time, but I am sure that, slowly but surely, the message will get home. We will do all we can to speed it up.

The vital fact is that in the last two years there has been no strike among dock workers employed by the Mersey Docks and Harbour Company. It was just two years ago that we made a settlement which brought in a productivity factor. Since then, there has been a substantial improvement in productivity – as high as 30 per cent. This has not only been because there is a financial interest for our employees but because there is a common interest in the port doing well.

How have port users responded to this new situation, such as new shipping services, services extended, former port users returning, investment in new facilities?

The port users have appreciated the great improvement there has been. It has certainly resulted in new business. But I think there are still many who are waiting to be sure that this is not just a flash in the pan. After all, it is not easy for a former customer who has made arrangements elsewhere to change and come back. But there are good examples of the renewed confidence in the port, such as the big investments made recently in new projects by the Vestey group and Continental Grain, and other organisations. They are showing the confidence to stay with us into the foreseeable future. Generally speaking, there is absolutely no justification now for shipping consortia making discriminatory surcharges against this port.

In recent years, many shipping lines, especially the container groups, have tended to concentrate on southern ports. Can you see the excellent new facilities

Aerial view of the northern portion of the Port of Liverpool's deep-sea general cargo berths. The Royal Seaforth dock complex can be seen at the top of the picture.

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A major port on your doorstep
continued

at the Royal Seaforth Docks eventually changing this pattern?
The concentration of shipping activity on the south and south-east arose mainly from our entry into the EEC. Trade with Europe has risen faster than elsewhere in the world. The container shipping lines decided to make ports of calls in northern Europe and one in south-east England. However, not all the shipping companies and shippers like this arrangement. I think that as we play an increasing part in the EEC and as world trade starts to grow again, our facilities at Royal Seaforth will be used more extensively.

There will probably be a difficult period of two or three years before our facilities come fully into their own. Container facilities are expensive to build, and there seems to be no justification for providing additional facilities elsewhere in the UK to deal with future trade developments. It seems only sound economic sense for any increase in containerisation – say to Australia, Japan and America – to come to our existing facilities rather than build at great cost elsewhere. We have given top-level attention to the promising developments in middle east trade and, as chairman of the port authority, I have recently visited Bahrain, Abu Dhabi, Saudi Arabia, Kuwait and Syria. People were very interested in what I had to tell them about the port. We already have an excellent relationship with the Kuwait Shipping Company, lasting over ten years and the national shipping lines of Iran and Syria also use our port. We are hopeful that any increase in trade with the middle east will be attracted to Liverpool. I am also interested in the possibility of entering into consultancy agreements with middle east port authorities and, in view of our important contract with Dammam for this type of work, there are good prospects here.

How does the port of Liverpool fit into the changing pattern of European and world trade?
There is a strong emphasis at the present time on Europe. Trade between the UK and other European countries is increasing faster than anywhere else in the world, but this will eventually even out and then we, as a central deep-sea port, will increase our share of the trade.

Offshore oil activity is likely to be with us for some time. What has the port to offer firms interested in supply services or manufacturing related equipment?
We have attended offshore oil conferences and have made a special effort to attract this trade because the port has excellent facilities to serve it. There is good water access, ample space and accommodation. We have a supply of good labour available for these industries and, in addition to the water access, we have first rate connections to the nation's motorway system. Therefore, it is a good strategic position for serving the Celtic sea or other offshore oil areas.

Liverpool has specialised in developing computer techniques for port operations. What benefits does this offer port users at home and abroad?
There is a tremendous amount of port development going on around the world, and particularly in the developing countries. We have acquired considerable experience in this field in many ways. All the work we are involved in as a port authority is helped by computer and we have developed a world lead in these techniques. It has been so successful, that ports in many parts of the world have become interested in our CONICS computer system, and two major foreign ports – Houston and Bremerhaven – have already bought it.

Computer techniques and the building and design of the new Royal Seaforth Docks must have created a wealth of expertise. Is the port making this available, particularly overseas?
It is a fact that in the handling of cargo, marine operations and in port engineering, our staff have developed considerable expertise and we are going out to sell it. We have been involved in the huge port project at Dammam, Saudi Arabia, in which we are responsible for assisting in a wide range of the port operations and, at the same time, in the training of Saudi personnel to do this work. Some of their training will be carried out in the port of Liverpool, but we have a large team of experts employed at Dammam itself. We have set up a management consultancy department to sell this expertise and we have many leads which we are following up in this comparatively recent development.

Port-related industries are still important to Merseyside. Do you take any special steps to attract such industries?
We are in close contact with local authorities and other organisations who can help to attract such industries. We realise we cannot do this work on our own. But, because we had the new grain terminal available at the Royal Seaforth docks, for example, this encouraged Continental Grain to establish a plant here. The Kellogg company and Allied Mills are also on the site, and British Lard have built a new factory at our Birkenhead docks. The sites are convenient for the port, from where they can also export some of their products.

What would you say the port has to offer any new industry setting up on Merseyside?
We are in a very good position and we are well connected for internal distribution as the most central deep-sea port in the United Kingdom. The port has facilities for handling virtually any cargo, with shipping lines going to every part of the world. We have experience, a great tradition and the will to succeed – so I am quite confident about the future.

We are prepared to consider any project put to us and are confident that arrangements can be made for any trade. We have gone out actively to find new business with teams, led by myself, visiting all the main manufacturing areas in the UK and Ireland. We also have a programme of overseas visits. This will be the second year we have carried out a special programme of trade visits in the major trading areas of Britain, with every section of the company, the chairman, executive directors, managers and shop stewards being represented in the teams.

There is every sign that the tempo of trade is building up very well and we are having some good results at the port of Liverpool.

The Greek carrier *North King*, recorded a first for Royal Seaforth grain terminal when she discharged 19,671 tons of Australian wheat.

What's so special about Merseyside?

Cheshire – the Special Development patch

Colin Williams, the industrial development officer for Cheshire County Council, discusses the industrial structure and potential of that part of the county which lies within the Merseyside SDA.

The bricks with which Cheshire has built its industrial successes are many and varied – unrivalled communications, a splendid location, a long industrial pedigree and the domestic pleasures that come from living in a county of attractive settlements and a cared-for landscape. But the foundations of this success lie in large part in the northern part of the county – the Mersey valley with its two New Towns and its Special Development Area. The last two decades have seen the area confirmed in its industrial importance and the policies of central and local government are wholly consistent in wanting the next two decades to be used in building up the industrial strength of the area. This part of the North West is a critical component of the region's economic potential and successful employment policies here can make important contributions to its vitality and welfare.

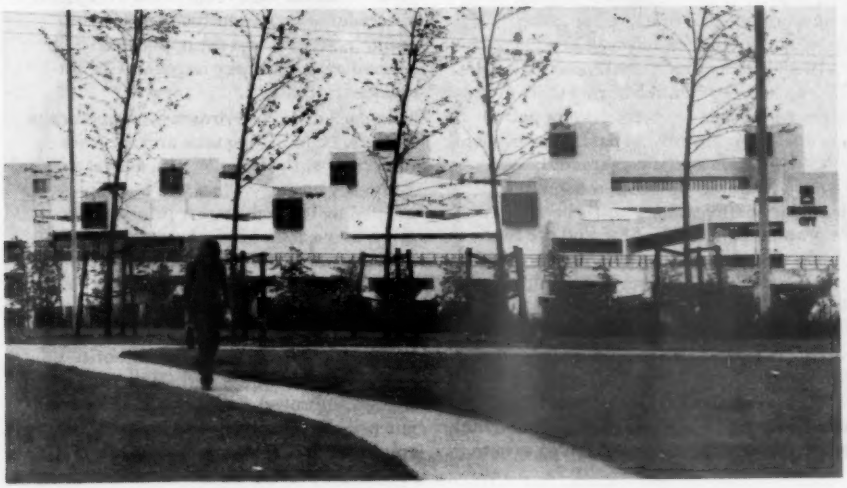
Cheshire's share of the Merseyside Special Development Area is a place of considerable variety. In the west it includes the conservation and green belt areas in Neston and overlooks the Dee Estuary with its huge recreation and amenity potential, in the east it encompasses Widnes with its long industrial tradition and overlooks the Mersey estuary with its existing industrial development. Between these two poles lie the Manchester ship canal and the M56 motorway, the immense petrochemical complex alongside the Mersey, Runcorn New Town, the open land of the Mersey Marshes and the town of Ellesmere Port which has grown rapidly and today faces the unemployment problems brought on by the current recession and by the needs of its youthful population.

Into this complex environment the draft structure plan is seeking to introduce the new policies which are so necessary now that the county suffers along with all the other authorities the effects of the current economic recession. The last 15 or so years produced in the SDA a relatively healthy and thriving economy with high employment and a growth rate well above the national average. On the strength of this it was possible to emphasise social and environmental criteria at the expense of generating new employment. Today the dominant theme is one of producing a stronger and more resilient economy and of encouraging new attitudes, new activities and new kinds of policies.

Prospects and potential

Like most other counties, Cheshire contains its share of economic and social problems, but it is perhaps fortunate that this is offset by its benefits and its opportunities. Growth in the sixties was prompted by the Assisted Area grants and, while this advantage still remains, it is now supported by the immensely better communications that have been developed, by the provision of an improved infrastructure, by the efforts made to ensure a regular and varied supply of land and buildings and by the activities of Runcorn New Town. It is important that the assets of this area are not under estimated or under utilised – the communications *are* among the most advanced and diverse in the country, the labour force *is* plentiful and skilled, and the efforts of the local authorities *will* be unremitting in their endeavour to attract new business and develop existing businesses. The environmental deficiencies are being tackled already and the current derelict land programme in Halton includes 86 acres for

Runcorn New Town shopping centre.



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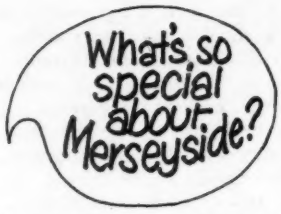

Cheshire—the Special Development patch

continued

reclamation by the end of 1976 and in Ellesmere Port the dereliction around the terminus of the Shropshire Union Canal is being reclaimed as a museum of inland navigation. Clearly more needs to be done, especially in Halton where much of the unsightly land lies close to urban area. Land and buildings, industrial and commercial prospects are perhaps the most varied in the county.

In all, the two districts have 1,370 acres of land allocated for industrial development and, if some of this is not immediately or generally available, there are 134 acres in Ellesmere Port and over 300 acres in Halton which can be developed at any time. As befits an area expected to contribute to the revitalisation of the region as a whole the properties that are available cover the entire canvas of likely inquiry. The New Town can offer purpose-built and immediately available units together with serviced land; Widnes and Ellesmere Port have modern and older premises to suit a variety of needs plus serviced and unserviced sites for most purposes; and the building programmes of both districts and advance factory intentions will ensure a steady supply of additional units.

The large-scale chemical and petrochemical plants that over the years have found attractions to development in the area based their decisions originally on the availability of salt, fuel and limestone and more recently on the availability of large flat sites and access to ports, rail and motorways. The attraction of these sites remains a potent factor in the areas's future development and there is still a large flat undeveloped area of land with immense industrial potential along the Mersey estuary between Ellesmere Port and Runcorn. But this land also provides a valuable visual amenity for the residents of the Helsby/Frodsham area as well as being important for wildlife and forming an important natural break in the urban development of the Mersey valley.

In addition to the general potential of the Helsby and Frodsham Marshes there are two areas which suggest themselves for petrochemical development in particular by virtue of their location and site characteristics. These are the sites between the southern boundary of the existing petrochemical complex and the line of the M56 and the Ince Banks which lie north of the Manchester ship canal and which, if reclaimed, would provide large flat industrial sites.

The draft structure plan proposes special studies to examine all these sites with potential for large scale industrial development so as to assess the economic benefits of such development and to be clear as to the environmental consequences if the area were given over to such uses. The studies are being carried on in co-operation with the adjacent authorities and until the full value of these sites is gauged and the problems of development assessed they will be kept in their present open use.

The past decade or so has seen new employment growth take place in the county but not in relationship to the amount of land taken up – perhaps 8,000 new manufacturing and related jobs have been provided on 2,500 acres of land. An adequate supply of land – properly serviced with clear briefs and good communications – is necessary if the promotional and other activities of the authorities are to have any meaning. But availability is not enough if variety and suitability are absent. A policy of employment generation which safeguards the strength of the local economy must provide land and buildings which can accommodate the existing firm wanting to expand, the company needing a more rural situation, the little man looking for small and inexpensive property (and perhaps the advice and information so readily available to bigger firms), and the prestige office or industrial project with special needs must all be catered for.

Some of this will involve changes in attitude and a willingness to gear activities to the jobs which can be attracted to the area, not only the jobs which are ideal. Distribution, warehousing and other similar developments should be as welcome as manufacturing or research jobs. The 'problem' industries which often raise issues of noise, pollution or intrusion, and small-scale (sometimes rural) businesses should not be discriminated against for purely environmental reasons. The problems associated with these kinds of developments are important but this is clearly the time, and the structure plan is clearly the occasion, for reviewing some of the policies of the last decade and establishing new priorities and attitudes for the next. Nowhere is this more critical than in the SDA.

Both Ellesmere Port and Halton have their strength in the manufacturing sector and in the success of a relatively few firms. District and county priority is to diversify this industrial base and to encourage service, professional and light industrial employment. Both authorities are heavily committed to improving the town centres of Widnes and Ellesmere Port and an employment park is suggested south of Ellesmere Port for research, office and light industrial projects. Runcorn New Town obviously represents a huge and successful investment which needs to be capitalised upon and the opportunities for diversification here are important for the residents of Widnes.

In each district environmental upgrading remains a compelling issue and the work underway at the Wigg Works, at Spike Island and other sites in Widnes will be supplemented by the high county priority now given to the area. Environmental custody does not stop at the reclamation of derelict and unsightly land. By surrounding the SDA with an extended green belt, and by making use of the recreational opportunities of the Mersey valley as a whole, the authorities intend that conditions in the area shall be steadily improved, but above all the immediate priority is to regenerate industry and employment in this area.

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What's so special about Merseyside?

Six success stories

ICI Mond hits a century

by Dr P. G. Harvey, chairman, ICI Mond Division.

ICI Mond Division and its predecessors have been manufacturing chemicals on Merseyside and in Cheshire for well over 100 years. The area has easy access to indigenous raw materials, particularly salt and limestone, and to markets for chemicals both at home and overseas. Mond Division claims direct descent from the early users of the Leblanc process, and still operates a very large works on the same site as Ludwig Mond himself established the Solvay process in England in 1873. Today Mond Division, which has some manufacturing activities outside Merseyside, represents 20 per cent of the external sales of ICI Ltd (the UK company), employs 18 per cent of the staff and operates 15 per cent of the assets employed. A significant proportion of the sales are exports to all parts of the world.

There are three main ranges of products. First come the alkalis, particularly soda ash, much of it used in the glass industry, and caustic soda mainly used in the rayon, soap and detergent, and aluminium industries. The second main activity is the manufacture of chlorine and a full range of chlorine derivatives. These include the chlorinated solvents, trichloroethylene and 'Genklene', both mainly used in degreasing metals, and perchloroethylene, the drycleaning solvent. Other important chlorine derivatives are vinyl chloride monomer, the precursor for the widely-used plastic pvc, and the chlorinated methanes. Fluorine chemicals are the third major range. Included among these are the Arctons, which are used as aerosol propellents, as refrigerants, as foam-blowing agents and as solvents; BCF, a vaporising liquid fire-fighting agent; and Fluothane, the anaesthetic. The division also makes in Widnes the world-famous herbicide, paraquat. Its newest venture is Saffil, an inorganic fibre which can withstand temperatures up to 1,600°C. Used as a lining for furnaces, it has enabled fuel savings of up to 40 per cent to be made in the ceramics and metal-working industries.

To keep its plants world competitive and fully up to date in process, safety and environmental terms the division maintains a heavy capital spending programme, and a substantial research and development effort. In the five years, 1970 to 1975, projects have been sanctioned for Mond Division in Merseyside and Cheshire worth £232 million in current prices. Only by investment on this scale can it continue both to meet the British demand for its products, basic to so many industries, and to be a significant force in the world trade in chemicals.

We shall not be moved

by J. B. Bibby, chairman, J. Bibby and Sons Ltd.

J. Bibby and Sons was founded in Lancaster in 1878 but moved to Liverpool in 1885 and its headquarters have remained there ever since. Two of the company's major activities – animal feed manufacture and oil seed processing – were based on imports through the port of Liverpool. Of particular importance were Liverpool's pre-eminence in the transatlantic trade for feed raw materials, especially cereals, and the West African trade for oilseeds such as groundnuts.

For over half a century the company's only animal feed mill was at Liverpool and its products were sold throughout the United Kingdom. However, after the second world war higher distribution costs and increased production of cereals on British farms made decentralisation of feed manufacture essential and the large feed mill at Liverpool has been replaced by a dozen smaller mills throughout the country.

The company's edible oils division remains in Liverpool where its factory is a prominent landmark on the waterfront about four miles south of the Seaforth grain terminal through which much of its raw material comes. It has plant for the solvent extraction of oils from oilseeds, an edible oil refinery which was extensively modernised in 1972 and a variety of ancillary process plant, including one of the largest cooking oil bottling lines in the country.

The company headquarters also remain in Liverpool and have for the last six years been in Richmond House, a modern office building near the pier head.

As well as the feeds and seeds and edible oils divisions, the company has a farm products division, which produces turkeys in North Humberside, eggs in East Anglia and Lancashire and sausages and pies in Salop. Last but not least, it has a rapidly expanding paper division with a mill in Cumbria.

J. Bibby and Sons has thus grown in the course of nearly a century from a business founded as a small family partnership to a major diversified public company with interests in agriculture, food processing and paper employing nearly 4,000 people and assets of over £35 million and with every intention of retaining its headquarters in Liverpool.

Texas to Bootle

Cooper Bessemer (UK) manufactures large compressors and turbines for the oil and gas industry. It is a division of Coopind Ltd, the UK subsidiary of Cooper Industries Inc of Texas. Formerly, the company had been manufacturing on a sub-contract basis from a design office in Bedford. Early in 1974 the company decided to start its own manufacturing facility because of the growth of business. They considered 72 possible sites before finally deciding to locate at Bootle where they are now thriving with an increased order book.

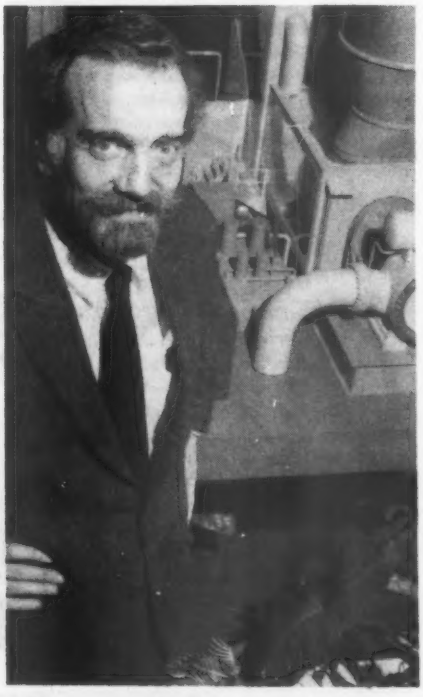
What made the company choose Merseyside for their UK operations? Reed Hamilton, director of operations, outlined four main factors that led to the decision.

'In order to make the change without disrupting our production schedule,' he said, 'we had to find an existing facility that provided a large floor area, high ceilings and heavy lifting capacity. We found these on Merseyside, at an economical rent, with the ready assistance of the Department of Industry, the Merseyside Industrial Development Office and local authority officials. We were tremendously impressed with the enthusiasm of all the people with whom we had dealings.

'The site itself was also ideal for our purpose – away from domestic premises so that noise during testing does not offend anyone. We can easily get to London for a business meeting and back within the day either by rail, air, or even road. We are close to the port facilities of Liverpool and within shouting distance of an inland container depot.

'With only one exception we were able to retain all our management team and the Bedford operation was totally relocated. But we had to build up our own production force and we knew the essential skilled labour was

Reed Hamilton, director of operations, Cooper Bessemer (UK).



readily available here on Merseyside.

'The government's package of grants for industrialists setting up on Merseyside was, of course, a significant incentive.'

Liverpool's royal connection

by J. Williamson, UK general manager, Royal Insurance.

The Royal, now one of the largest insurance companies in the world, was founded in Liverpool in 1845 and originated out of the dissatisfaction of Liverpool merchants with the services provided by the London-based insurance companies and who with characteristic enterprise decided to form their own insurance company.

While the worldwide control of the company has, since 1960, been exercised from London, Liverpool has always been the headquarters for operations in the UK and Northern Ireland.

For some years the management of the UK business has been conducted in a number of old and inadequate buildings in Liverpool and there was a pressing need to bring the whole operation together under one roof to improve efficiency and save costs. The decision was, therefore, taken to build a £15 million plus tailor-made headquarters on the Merseyside waterfront which was officially opened in July this year.

The building of the new headquarters in Liverpool has been widely welcomed on Merseyside. Recent years have seen the departure of a number of the old established Liverpool business houses to London following company mergers and this move by Royal Insurance vouchsafes its identification with the city for many decades ahead.

There were many reasons that contributed to the decision to rebuild in Liverpool, not least being the ability to recruit in the Merseyside area the kind of people required and who seek a career in insurance.

Liverpool is the most convenient area in geographical terms for managing a UK organisation of 66 branches and offers economies when compared with operating from high cost areas such as London.

We came, we saw, we concentrated

by F. K. Deutsch, director, Rentokil Ltd.

Prior to 1964 the Rentokil group had three factories producing its total UK (and some export) requirements for service use and retail sale. The two southern factories were located in Surrey (manufacturing oil-based wood preservatives and liquid insecticidal fluids) and in Kent (horticultural and agricultural products). The third unit was in Scotland and supplied rodenticides and solid insecticidal preparations. While head office, accounts and research and development divisions are located in East Grinstead, Sussex, considerable thought went into deciding on the best possible location of a new factory.

In May 1964 the production division of the group moved into existing buildings at the Webber Road site on the Kirkby industrial estate. The main reasons for the choice may be summarised as:

advantages to be gained from centralising the manufacturing facilities

availability of suitable skilled and semi-skilled labour

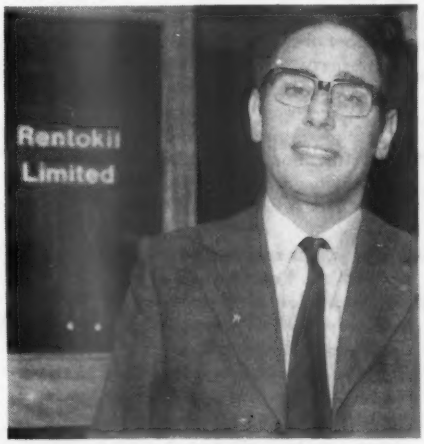
desirability of being situated in a geographical central position

proximity to a main international port

attractive of top-rate government financial incentives

These factors outweighed the advantage of having all the operations of the company under one roof or close together.

The two southern factories were therefore completely relocated on Merseyside within six weeks and the northern factory followed within a few months, the full task being completed by mid-September – a total



F. K. Deutsch.

changeover period of four and a half months. Careful planning enabled sufficient stocks to be built up and at no stage was there a shortage situation.

Housing for key workers was made available by Liverpool corporation. The total staffing of the three units prior to the integration was 120, and of these seven moved to Merseyside. While, inevitably, savings in administration, transportation of goods and services, and avoidance of duplication of processes, reduced the number of staff required on the new site, the figure has now increased again to around the 100 level since the turnover of the factory has increased tenfold.

Natural expansion of the group's activities, further centralisation (transfer of production from Holland and Denmark) with the advent of the EEC, and the introduction of important new services and sales, necessitated the acquisition of a second site at Bradman Road in Kirkby some two years ago. The development of associated companies overseas, together with retail and agency sales, made the establishment of a specialised export packing and handling section essential. In particular, a large part of the new site has been designed and built to cope with the fast expanding market dealing with the pretreatment of timber – approximately 75 per cent of these products are exported.

Clad all over

by Bill Lang, managing director, H. H. Robertson (UK) Ltd.

Britain's National Exhibition Centre in Birmingham and the new multi-million-pound port complex at Jeddah in Saudi Arabia both owe a lot to Merseyside. Put more precisely, the link between these – and countless other buildings around the world – lies in the tough coated-steel sheets which clad their walls and roofs.

The sheets, profiled for strength and colour-coated with a polyester resin finish for durability, are the staple product of H. H. Robertson (UK) Ltd, the British offshoot of an American parent whose Ellesmere Port factory supplies virtually every country in the world with the exception of North and South America.

Robertsons moved into Merseyside in 1922. Ellesmere Port proved a good place for business in those days, with transport close at hand through the Shropshire Union Canal and the Liverpool docks, and with the two main raw materials – steel and bitumen – also available on the doorstep.

Since then molten zinc has replaced bitumen as the means of bonding the protective felt coating to the steel, and this – coupled with the move to coil steel which can be roll-formed to a deep, almost box-like section – has given rise to the Galbestos cladding.

The Ellesmere Port factory, which now employs over 300, remains the only production centre for Galbestos outside America.

A wide range of ventilation equipment has been evolved, and the Robertson product line-up now includes roof decking, modular flooring systems, daylighting panels and a variety of GRP panels and mouldings produced by the company's Plastics Division.

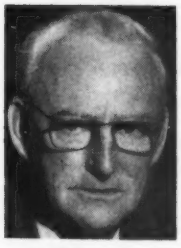
Overseas, Robertsons' British company was responsible for the opening up of European markets and establishing local manufacturing units and sales offices. Since the mid-1960s, when these Continental operations took over sales in their own countries, Robertsons' Ellesmere Port-based export division has concentrated on expansion in the Middle East, Eastern Europe and Australasia.

Industrial expansion in the middle east has assisted in bringing some £20-million-worth of export earnings for Robertsons in the UK over the past five years, while Russia's first sheet steel cladding plant has recently been opened at Chelyabinsk following an £8-million project in which Robertsons played a leading part.

Our operations now cover an infinitely wider sphere – both in terms of products and markets – than was the case when our American parent selected Merseyside as the base for their British company in the 1920s.

What's so special about Merseyside?

Exploding the labour relations image



W. H. Aldritt, north west regional secretary of the General and Municipal Workers Union, talks to Alan Williams about Merseyside's unwarranted labour relations image

Merseyside has an unenviable reputation on the industrial relations front. Is it justified?
No, of course not. This unfortunate and quite unjustified reputation grew up during the many years that we had casual work on the docks and in building and civil engineering. If our detractors would only look at our record for the past few years they would find that our dockers have got a more favourable record than most. And in the manufacturing industries, our record will stand comparison with anybody.

Why then does the myth continue?
I am afraid the media are largely responsible – if they want a picture of a striker they come to Merseyside. We have talked to them about this unfair publicity, but industry on Merseyside is important to the nation, so the least thing that happens here gets publicity. If it happens elsewhere, you might not hear about it at all.

Are you saying, then, that as Merseyside develops and becomes industrially even more important, the image problem is likely to get even worse?
No, I think we are over the worst of our problems. We have been able to manage the expansion of Merseyside for the past few years with a remarkably trouble-free industry, and I think that we are beginning to lay this myth.

As a Special Development Area, Merseyside enjoys the maximum rate of grant from central government, and both central and local Government, as well as yourselves, promote Merseyside. But if, after all this persuasion, industry still won't come, what else can you do?
We still need to spend a lot of money on our infrastructure here – there is no doubt about that. Much has been done, but now that the old Liverpool docks have been closed, we have the opportunity to redevelop it and get the infrastructure right. That's the real task, but it's going to cost money.

What can the trade unions do to encourage job creation? There has been some criticism that the trade unions aren't doing enough to encourage job creation on Merseyside, particularly for school leavers, with the result that many are leaving the area to find jobs.
There certainly is a real problem and the trade unions are deeply concerned about the whole problem of employment for young people. I wouldn't doubt for one minute that some are migrating out of the area to find better job opportunities, but this migration underlines that our young people are not layabouts – given a chance they will do a good job.

Are you happy that those industries that have come to Merseyside are by and large of the right type? Most of your newcomers so far have tended to be predominantly industrial, yet increasingly young people are looking for office employment.
As far as office employment is concerned, a number of civil service jobs are scheduled to be transferred to Liverpool in the next few years, although they won't be enough on their own. We certainly want to create that type of work for our youngsters who have ambitions in that direction, but we also want to attract more engineering industry to Merseyside – I don't believe we have got enough.

Some people might find that a little surprising. You've already got quite a concentration of engineering-related industry here on Merseyside. Is this desire to see more prompted by the fact that you have got people skilled in these trades who are out of work?
No, it's not just that. We are more concerned about the proportion of skilled to unskilled jobs. If we can expand the engineering industry here on Merseyside, obviously we can increase the proportion and range of skilled posts.

Do new firms coming to Merseyside bring appropriate skills or do they tend to bring new techniques which require re-training?
If a new engineering firm came we would certainly have to do some re-training. But the car industry, for example, which was new to Merseyside, has shown how quickly people can adapt to new techniques.

Massey-Ferguson tractors on the dockside at Ellesmere Port.

And yet the motor industry on Merseyside still suffers a bad reputation.
Not now. But when the car makers first came to Merseyside, they wanted to apply lower rates than they were paying in their other factories in this country. Obviously, the work people resented it. But that's long since been resolved, and our record here on Merseyside in recent years has been very good. There's no cheap labour here, but it's good, and they respond to fairness.

Among the firms who have seriously considered Merseyside as a location but eventually gone elsewhere, what reasons do they give you for not coming?
We are given many reasons, some good, some less so. But we often wonder whether perhaps the real reason is often that the decision is influenced by the senior management who are going to have to move here. Nobody likes upheaval but if only people could see the pleasant places to live on the Wirral and elsewhere they might even welcome the opportunity of moving here.

Do you really think there is that much influence behind the scenes? After all, in any decision to relocate, there's a lot at stake.
Certainly the large companies are hard-headed. But in the main we deal with medium-sized firms where, because they are smaller, the directors have a greater influence over where the firm finally locates. Don't misunderstand me – I am sure that they all compare the costs and the labour market first – but the balance between one location and another is often the environment.

Do you get many inquiries from the small to medium-sized firms? After all, these are the firms that are really likely to be expanding the most, and yet with fewer established roots.
Yes. If you take a place like the Knowsley industrial estate, you find that each of the advance factories that have been put up there, ranging from the very small to the medium sized, have a vacant area of land alongside them so that if a firm finds it wants to expand further it has got the space to expand without moving again.

Are you satisfied that enough is being done for the smaller firms, who often have the most at stake? With a small firm, you're not just attracting a branch or a production unit, you're asking them to bring the entire outfit to Merseyside.
Quite. I think this is one area where we have lost out on Merseyside and we haven't been quick enough to see this. Even among our existing industry in the old areas, when it comes to demolition and clearing the place, a lot of small firms simply went out of business because there wasn't an alternative low cost

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unit of a suitable size available. But this deficiency has been seen and is being remedied, and we can now claim fairly confidently that, no matter what sort of firm comes here, we ought to be able to find them suitable accommodation somewhere in Merseyside.

National problems apart, what now do you consider to be the biggest single barrier to full employment on Merseyside? You say you have the potential work force, the potential sites and a rapidly improving environment.
We've now got to be sure that when the upturn in the economy comes we can take advantage of it. We've got to ensure that the factory units are ready, the land serviced and the rest of it. There is still under-utilised land in Liverpool that needs to be serviced. The local authorities have been looking to see what contribution they can make.

One of your objectives has been to get a more diverse base for industry on Merseyside, but is there any sign that this is actually happening?
The motor industry is fairly new to this area, and they are expanding, and the range of industry on Merseyside is growing.

You're not worried that you might become over-dependent on the car industry?
I don't think that there's much of a risk that we will become over-dependent on it, but of course given the choice we would rather see new general engineering rather than more companies connected with the car industry.

In what area do you see the real potential for industrial growth on Merseyside?
I would hope in two fields – the administrative field, including those jobs created by the transfer of Civil Service posts, and in general engineering, so that we can get more skills and opportunities on Merseyside for Merseyside people.

With so much time and effort put into promoting Merseyside, isn't there a danger of over-stating the problems and thus being counter-productive?
Let me put it this way. At the moment unemployment on Merseyside is running at 10.7 per cent. That's a measure of our problem on Merseyside and against that background you can be sure that we are going to do almost anything we can to attract industry, and thus eradicate for good this cyclical situation whereby whenever there is a downturn in the economy we're always the first to be hit, because of the docks, and the last to recover. We want more jobs over a wider industrial base and we shall do everything to encourage them to come to Merseyside.

Partnership in education and technology

John G. Parkes, chairman, Unilever Merseyside Committee; chairman, North West Industrial Development Board tells of Merseyside's good co-operation between industry and education

It is not merely chance that the greater Merseyside area provides a location for some of Britain's largest technology based industries and also a range of higher educational institutions with good academic and practical achievements. The presence of one is complementary to the other in a variety of ways, not least in relation to the research and development establishments which are situated in the county.

These circumstances result from years of active co-operation between education and industry, and are of considerable importance to companies contemplating the advantages of development sites on Merseyside. The need for qualified and alert young people in enterprising industries has been recognised by fruitful liaison involving enlightened employers, university, polytechnic or technical colleges at many practical levels.

Especially is this so in respect of research and development, which constitutes an important aspect of industry here. No single industry can be said to dominate the area, though car manufacture, ship building and oil refining stand out. Unilever has at Port Sunlight a laboratory concerned with fundamental research in detergency and the development of new products, as well as in industrial chemicals, ecology and environment. Squibb Pharmaceuticals is also based in the Wirral. Only a few miles away the Shell research centre at Thornton is concerned with the utilisation of petroleum products and alternative energy sources; the UK Atomic Energy Authority development work at Capenhurst centres on uranium enrichment processes, and the Electricity Council has a research centre in the same district. ICI's large laboratory complex dealing with inorganic and organic chemicals is located at Runcorn, while Laporte has its chemicals research laboratory on the opposite side of the river Mersey at Widnes. The panorama of research and development extends from the Daresbury nuclear physics laboratory near Warrington, across to the UKAEA reactor engineering and materials laboratories and Nuclear Power Group at Risley; to Kodak's organic chemicals laboratory at Kirkby, and the Pilkington Brothers laboratory at Lathom carrying out fundamental research on glass and its associated compounds as well as development projects.

From this list it is apparent that a great deal of scope exists already for chemists, physicists, chemical and electrical engineers. The effect of the concentration of major industrial concerns in the region has been to attract and hold in the area scientists of almost every calling. The wealth of experience is immeasurable. For that reason, among others, the personal contacts and degree of common thought between the educational institutions and industry is strongly forged. Specific problems requiring the application of many minds tend to resolve themselves on occasions by the combined initiative of astute individuals in a technical faculty with associates in an industrial research department.

Such is the character of co-operation by Liverpool university and Liverpool polytechnic personnel in the field of physical, engineering, biological medical sciences, and industrial studies. These institutions, and the chain of technical colleges catering for area training needs on Merseyside, constitute a formidable resource in the region as a whole. They also represent a significant first line of understanding in the support that industry requires to fulfil its role in society.

Science projects at schools encourage an awareness of the local industries and their importance. Indeed young people sometimes gain industrial experience under the Trident project and other schemes whilst still at school. Most companies in the area support the day release system to enable young employees to take appropriate courses of study, and courses at higher levels are available at the Polytechnic and University.

The CBI has set up the education foundation 'Understanding British Industry' with the prime object of making the public at large – and young people in particular – aware of the enormous contribution which industry makes to the life of this country in prosperity and employment. Part of that aspiration is to show how industry consists of people devoting their lives and talents to industry, demonstrated, we believe, with particular effectiveness on Merseyside.

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What's so special about Merseyside?

Small is beautiful too

J. Brian Price, director of commercial and industrial development, Merseyside Industrial Development Office, gives attention to help for small firms, especially those seeking to move into the area

Merseyside is the base for many giant organisations, well-known names and recognised leaders in their field – such companies as Fords, Kelloggs, Plesseys, Pilkingtons, BICC, Squibb, Royal Insurance, Littlewoods, Cooper Bessemer, Cross International, United Biscuits and British Leyland.

But, in the new Merseyside metropolitan county, while the major organisations are a vital part of the regional economy, the small and medium-sized companies are also equally important, providing a firm base for further inward investment.

This is borne out by the high level of smaller manufacturing companies (those under 200 employees) already well established on Merseyside where some 2,300 in this category employ in total about 220,000, comprising 35 per cent of the total labour force. Ninety-five per cent of the manufacturing firms on Merseyside are in this category – but from acorns grow great oaks.

Merseyside County Council has set, as its major objective, the strengthening of its economic base involving the attraction of new investment to the county while recognising the potential for growth of its indigenous industry, particularly the smaller and medium-sized firms. So what can Merseyside offer a small company considering relocating or expanding in the county or the entrepreneur setting up a new business?

The benefits of the Special Development Area are, of course, available to qualifying manufacturing activities ranging from grants of 22 per cent on the capital cost of buildings (or their adaptation) and new plant and machinery to the regional employment premium.

But in the early days, in particular, of a small business it is often desirable and sometimes necessary to hold any capital and occupy rented premises.

On Merseyside the small business can have available a wide range of units at competitive rates under schemes initiated as a joint venture by the county council with the Department of Industry, district councils and other agencies.

Small sites have been developed in strategic locations (and more are proposed), serviced by the county council as part of its Serviced Industrial Land programme, each having a range of linked nursery units in sizes from 2,500 sq ft to about 7,000 sq ft. The sites (one of which, the Rock Ferry industrial estate, located in Wirral metropolitan district, was recently opened by the Prime Minister) are located in 'inner-city' areas where there is a high reserve of readily available labour in a walk-to-work situation.

Merseyside County Council has, through its Industrial and Commercial Development Office (MIDO), given special attention to the well-being and development of its industry and commerce and a new business, in particular, will receive considerable help so that it can get into production. Not only does MIDO help a new company to locate in the county, it also offers a first-class after-sales liaison service which is absolutely free to ensure that the newcomer can quickly settle down.

Many small and medium-sized firms do not always have the resources available to resolve problems which inhibit growth – the problem may be one of new premises, a planning consent, new markets, testing of materials, sources of finance or pollution control, indeed the day-to-day problem which the larger organisations are equipped to tackle from within their own resources.

The resources which are available to help in resolving the problems of the smaller and medium-sized firms can range from local centres of advice to the government research stations. It may be that the university/polytechnic, the local authorities, the Manpower Services Commission or the financial institutions and – nationally – the research associations or government research stations can be introduced to help.

Small firms in particular do not always appreciate the extent of the resources available to help in practical ways to overcome problems which improve efficiency and could well result in new jobs.

Pilkington's headquarters at St Helens.

Earlier this year the county council launched a pilot scheme, known as a 'small firms task force', of officers to visit industry, particularly the smaller firms, to help to identify problems inhibiting their development. Selected officers acted as catalysts in the reaction of solving problems by calling in, where appropriate, the local and national resources. Consideration is now being given to this pilot scheme being replaced by an Industrial Liaison Service operating on a semi-permanent basis staffed by specialist officers developing further the original concept of the 'task force'.

In practical terms, what help can the small firm, new to or established on Merseyside, expect to get, where the owner is perhaps the general manager, foreman and also responsible for all general duties?

Consider the capacity exchange register 'Engineering Resources on Merseyside', compiled by the county's Industrial Development Office which catalogues the spare manufacturing capacity of firms in the county. It has a wide distribution, particularly to the larger organisations and was a principal tool of the original 'task force' – this has resulted in increased business for firms on Merseyside. One company gained a contract valued at £10,000 which hitherto had been placed outside the area – and there are many other success stories. During the various studies which led to the publishing of the register, over £250,000 of business was created by introducing small specialist companies to the large local companies requiring subcontract work.

Then there was the case of the firm that collected £450 per week in regional employment premiums. Before MIDO's visit, the company had been unaware of the existence of the REP scheme. In a similar case a MIDO visit enabled a local managing director to claim £2,000 in regional development grants. He was simply not aware that his modest expansion programme was eligible for government aid. Another case involved a company with very good potential but which had not been using its own resources to identify the correct industrial unit most suitable for the company's future purpose. By using one of MIDO's services to local industry (in this case the sites and properties selection system, together with some professional counselling on the range of options open to the firm) a government advance unit has now been allocated and a number of new jobs are now about to be offered by the company.

Why not join, as a small firm, the Contractors and Offshore Trading Association of Merseyside (COTAM) – a county-council-sponsored organisation – to supply, as part of a consortium, materials and plant for the chemical and associated industries, particularly the offshore market?

This outlines one of the important functions of MIDO – helping the small firm – especially those seeking to move into the area.

So, if you are contemplating setting up a small business, expanding or just relocating, give Merseyside a thought – the bonus is here. And generous government incentives are available.

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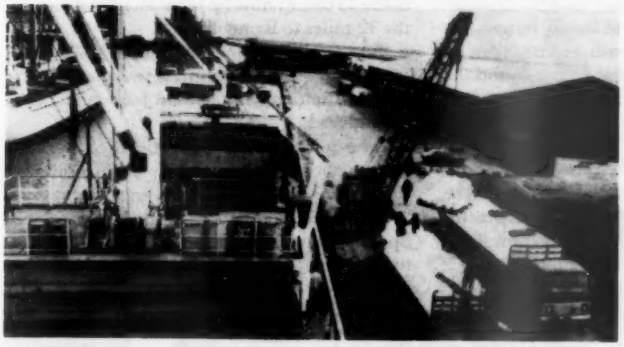

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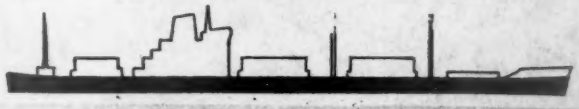

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What's so special about Merseyside?

Cheshire for the spice of life

Jean Geary, wife of a spice and herb merchant now knows what 'industrial relocation' means in family terms. She talks about her experience to Pauline Humphrey

'A feeling of complete numbness came over me, almost panic, when Bill told me we'd probably be moving up to Cheshire – we who'd lived all our lives within five miles of central London!'

Jean Geary recalled that day two years ago as we sat together in the comfort of her ranch-style executive home at Hartford near Northwich in Cheshire. And when I asked how long she thought they would be staying there, Jean replied without a second's pause that it would be for ever – she hoped.

Bill is the marketing director for C. C. Spice UK Ltd, a spice and herb company that decided to move from Poplar in East London to Runcorn. The Geary's have two children, Michael aged 13 and Claire 7.

What made Jean settle in so well, I wondered. How had she adapted to separation from parents, relatives and friends and the need to create a new circle of friends? What about Michael being thrown into a different school, and how about keeping up with the latest clothes now that her favourite boutiques in and around Bromley were a couple of hundred miles away? There were many questions to ask.

The Geary's made two or three reconnaissance trips in the car, and on a drive back they passed through the village of Hartford. Jean was quite certain in her own mind that they would be pretty daft to bury themselves in the country, being city people through and through. They would need to live, she thought, in a community, with shops nearby, close to trains and buses to get about, and amenities for themselves and the children.

In Hartford they found a brand new housing development – every house detached and no two styles the same, with gardens that by their London concrete patio standards looked something like a home park. They looked at three of the houses up for sale, and Jean picked out the one they bought in all of five seconds flat. 'It's a real family home,' she said, 'lots of room for us with a spare room or two for houseguests up from London, and the kids can ride their bicycles without worrying me to death and get their homework done in peace and quiet.'

Jean thought it had taken the family about six to eight months to settle in mentally to the new environment. Neighbours were fantastic, she said, people just turning up to know if they could do anything to help. The move was much easier than they expected, and she found workmen and decorators and odd-job men a lot more able and willing than she had experienced in the south.

They had to move fast on choosing and buying a house and moving in because school term was about to start. Jean said they were really pleased with the schools they found right there in Hartford, both from the standpoint of academic progress for Michael and a suggestion that the discipline was a touch firmer. Both the children have made friends easily at school and in the neighbourhood, and they are in and out of each other's houses when time permits. By coincidence, Michael had been a supporter of Manchester United before moving, so now he gets taken by his father to see live home matches on the hallowed ground at Old Trafford, only 25 miles away.

What about leisure pursuits for themselves? 'Well, we're well and truly into the gardening kick', replied Jean. 'We're growing some vegetables, which we've never had the chance to do before, and we're doing a lot of exploring round and about. I'd never seen a coalmine before we came here. And the other day I took the kids to see cows being milked.'

There is a great deal of activity, it seems, in the village of Hartford. There is a tennis club, swimming pool, social events – far more, I was assured, than goes on in Bromley, Kent, the Geary's old stamping ground. They return quite often to see their parents and their friends, and with the motorway system so close they think nothing of cruising up and back frequently. Bill used to spend an hour and a half driving the nine miles from home to office; now he takes 20 minutes to do the 12 miles to Runcorn.

Suppose Bill came back from the office tonight and said his company was moving back to London, what would Jean miss most, I wondered.

'The quiet, the lack of bustle, the ease of getting about without ghastly traffic holdups, the countryside – oh lots of things,' she replied. 'There's a lot going for a family like us moving up to these parts. It broadens your outlook tremendously, and gives you opportunities you'd never have had otherwise.'

Attractive setting of a Skelmersdale factory: Richardson-Merrell Ltd (Vick International), pharmaceutical manufacturers.

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What's so special about Merseyside?

In a Chamber?

by D. G. Dodds, chairman of Merseyside Chamber of Commerce and Industry and chairman of Merseyside and North Wales Electricity Board

Moving to a new area can cause many headaches of varying severity for businesses both large and small. The major ones can often be solved by liaison with national and local government departments. But there are still some problems that can best be dealt with by someone with a thorough knowledge of the local business community – the sort of knowledge that takes many years to amass. And it is in this field that the Merseyside Chamber of Commerce and Industry can best offer its services.

The Merseyside chamber last year celebrated its one hundred and twenty-fifth anniversary. It is a regional chamber, upon which are centred nine affiliated chambers of commerce, in Bootle, Chester, Ellesmere Port, Runcorn, St Helens, Southport, Warrington, Widnes and Wirral. Altogether there are over 2,000 member companies, ranging in size from giant corporations to small independent concerns.

The governing body of the chamber is its council, which is composed of representatives of affiliated trade and professional bodies, and from the local authorities. The members of the council attend a monthly meeting, at which they hear reports from the various chamber committees and trade sections. These committees and trade sections specialise in a wide range of commercial and industrial activities, and can draw on a wealth of experience from member companies.

Backing up the chamber's role of representing the views of the local business community are a range of services, many of which could prove invaluable to a businessman moving into the area. These include telex, computerised payroll, translations and mailing shots, all available to members at a competitive rate. The chamber's general commercial information and trade inquiry services are free to all members.

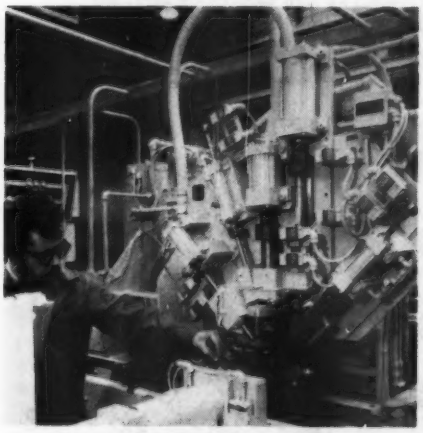
The chamber of commerce has close links with the local authorities within the Merseyside Special Development Area, and also with government departments concerned with the provision of a wide range of financial incentives. Many members have found these links to be invaluable in helping them to contact quickly the right person to approach with an urgent query.

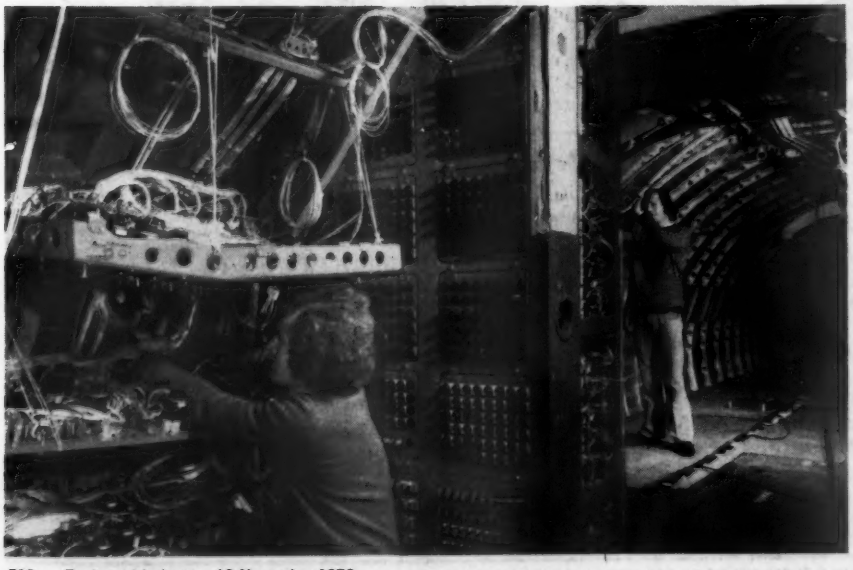
In the international scene the chamber of commerce offers a specialist service by arranging overseas trade delegations. There are seven scheduled for the coming year to places as far apart as Brazil and Indonesia.

The chamber publishes a monthly newsletter, which among other matters of interest details overseas business opportunities. *Business Post*, a supplement of the *Liverpool Daily Post*, which contains general commercial information and news, is also sent to members monthly. A membership directory is published annually, listing companies both on an alphabetical and a classified basis, and this is both useful and an inexpensive form of advertising.

We at the chamber of commerce and industry believe that we can play an important part in helping to regenerate industry on Merseyside and we are determined to do all we can to advise and assist businessmen to establish new industries or develop existing industries in the area.

Industry illustrated





Left : Part of a 10-station machine introduced by Cross International, Knowsley, for carrying out assembly and inspection operations on carburettor air horns at a rate of 800 parts per hour. Right : BCR electrolytic refinery at Prescot. Below : BICC electrical engineers wiring a Trident airliner.

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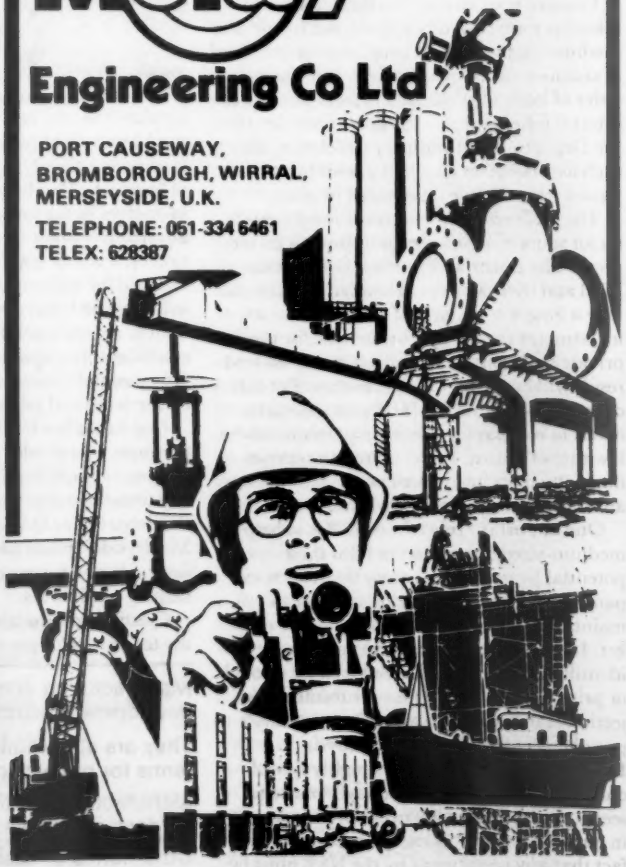

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What's so special about Merseyside?

NEB: a new source of finance for industry

Arthur W. Ward, North West regional director, National Enterprise Board, explains the board's policy to help medium-sized companies fulfil their potential

The National Enterprise Board is a public corporation established under the Industry Act 1975. Its principal activities are as a holding company for a number of shareholdings previously held directly by government, such as British Leyland, Rolls-Royce (1971) Ltd, and Ferranti, but primarily it is a new source of finance to help manufacturing industry to expand and to modernise.

Finance provided by the NEB normally takes the form of equity capital, but in addition medium and long term loans may be provided at commercial rates of interest. It is not a provider of loans at subsidised rates of interest or interest relief grants – this is the province of the Department of Industry which can offer such assistance on a selective basis to companies with eligible investment projects.

The NEB compliments traditional private sector sources of finance for industrial investment. The essential difference between the NEB and these sources of finance is that it can take a longer term view of the return on its investments than might be the case for the private sector investor, if by so doing the end result will benefit the UK economy. But this does not mean that the NEB is prepared to invest in companies offering a permanently low rate of return. It is required to act commercially in its investment policy and to earn an adequate return on its investments.

One important role of the NEB is to help medium-sized companies to fulfil their potential by providing equity finance for expansion or for modernisation in order to maintain their competitive place in the market. It is in this sector that the need has been identified, particularly amongst small quoted or private companies where a substantial injection of finance, relative to the company's present asset base, may be required.
In all cases the approach is a highly flexible one aimed at producing whatever package seems most suited to the needs of the company in question, whilst taking full account of the fact that any investment by the NEB must be a good long term investment from the tax payers' point of view – the ultimate source of NEB funds.

Potential investments are investigated fully and, as part of the negotiations prior to an investment being made, a monitoring relationship between the NEB and the company is established. This is considered to be essential if a spirit of mutual trust is to be built up between the NEB and its investments, and if managements of the companies in which an investment is made are to know where they stand and be allowed to get on with the job of managing without unnecessary interference.

The NEB has special responsibilities for stimulating investment and employment in the assisted areas and it is in this context that its role as a source of equity finance takes on a special significance for industry in the North West, and on Merseyside in particular.

In order to carry out its responsibilities more effectively in the North West and the Northern regions of England, offices were opened earlier this year in Liverpool and Newcastle, under the control of resident directors, to serve the two regions.

DoI's role on Merseyside

George Salt, head of location section, DoI North West regional office, describes government help for new and expanding companies in Merseyside

The substantial range of government help available to new and expanding companies in the Merseyside Special Development Area is channelled mainly through the Department of Industry. This help covers financial incentives in the form of grants and loans, government-built factories ready for occupation on a sale or lease basis, government land serviced for industrial development and available on lease, and a free advisory service to help industrialists find the most favourable conditions for expansion. The paramount aim is to stimulate economic regeneration and so create increased job opportunities in the area.

Our sub-office in the centre of Liverpool performs a dual role. It is the contact point to put you in touch with all the services of the department and at the same time it enables the department to involve itself closely with Merseyside's plans and aspirations for the future. It also has special responsibilities for helping small firms.

Qualifying industries on Merseyside attract the top rate of 22 per cent regional development grants towards capital expenditure on new buildings and works, and on new plant and machinery. These grants are administered from the RDG office in Bootle. Selective financial assistance is administered by the regional office of the department which has substantial delegated authority – up to £2 million for a single project – for dealing with applications for loans and grants under the Industry Act. Financial assistance can be offered for industrial and commercial projects which create additional employment, and sometimes for projects which maintain or safeguard existing employment. Removal grants can be paid to cover certain costs incurred by firms moving into the Merseyside area from outside. There are also generous grants available to offices, research and development units, and other service industry projects moving in; these cover initial rent costs for up to seven years and employee transfer costs.

Merseyside is an area that has benefited considerably from the department's programme of advance factory building over the last few years. Evidence of this is to be seen in the fine industrial estate developing at Knowsley. Similar units are under construction at Speke and Bromborough and a start is soon to be made on others at Gillmoss and Sandon Dock, Liverpool. At Rock Ferry in Birkenhead we have an interesting development in course of construction. Inaugurated by the Prime Minister in September this factory complex of 75,000 sq ft will be available in units of 3,300 sq ft upwards and represents a small but significant step forward in the revitalisation of derelict inner urban areas.

The ready availability of all these factories means that companies can move into the area and get production under way quickly. For certain qualifying projects we can offer a two-year rent-free period. Proposals for further advance factories on Merseyside are continually under review. If a project warrants it we can also consider providing a purpose-built factory on a purchase basis to an industrialist's own specifications.

The job of attracting firms to these factories – and to others throughout the area available in the private and local authority sectors – falls to the department's industrial expansion team. This team, composed of people experienced in the potential of the area, is able to deal with inquiries speedily on an impartial and confidential basis. We liaise closely with the Merseyside Commercial and Industrial Development Office and local authority officials, and we call on the assistance of related government agencies, such as the Department of Employment and the Manpower Services Commission, to ensure that a client's overall requirements are met. We are all committed to ensuring that Merseyside gets its share of new investment to enable it to contribute to the country's economic growth.

Manufacturing companies in the Merseyside SDA qualify for 22% development grants on new buildings, plant and machinery.

They are also eligible for interest-relief grants or loans on concessionary terms for projects creating new jobs.

Manufacturers in the SDA are paid a regional employment premium for each employee.

Other forms of assistance are also available.

Production area of a 1,350m² Compact Advance Factory

Industrial strategy for Merseyside

George Moore, regional industrial director, Department of Industry, concludes our special report

There is a great deal that is special about Merseyside, but the most special of all is the determination to shake off the current economic burden, to revitalise the whole region and to set about creating the industrial wealth, the job opportunities, and the better standard of living that can be achieved through co-operation of effort.

That there are grave social and economic problems in Merseyside as in other parts of the country cannot be denied, but it will be evident from the other papers in this special report that considerable effort is already being made by industrialists, county and local authorities, the trade unions and the people of Merseyside in tackling these problems. It is appreciated that there have been special situations which seemed to contradict the genuine progress that has been made in attracting new jobs to Merseyside, just as there are instances which seem to contradict the immense goodwill that has resulted from recent discussions between the TUC and the CBI.

Fortunately, however, there are also numerous success stories and notable plus points that help to balance the scales and encourage further investment and renewed confidence in the future. The government departments in the region are aware of the problems and of the opportunities in Merseyside, and they are closely involved in the task of regenerating industry through the mechanism of the various forms of selective financial assistance and employment subsidies, but perhaps the most important role that is currently being undertaken by the Department of Industry is in helping to develop a regional industrial strategy in conjunction with the major organisations and associations in the region, such as the CBI, the TUC, the NEB, the North West Industrial Development Association, the chambers of commerce, and county and local authorities.

The purpose of the strategy will be to identify the main difficulties and constraints inhibiting the profitable growth of industry and commerce in the region, with particular reference to Merseyside, and to draw up practical recommendations for removing the constraints and stimulating growth and investment. On the basis of the findings and recommendations the next step will be to obtain general agreement between the various organisations on a programme of action which will enable them to work together towards the achievement of specific goals.

The regional strategy with its more detailed plan for Merseyside would follow the guidelines of the national strategy currently being developed as a result of the tripartite discussions between the government, the TUC and the CBI.

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The main objectives of the national strategy are to put Britain on the path to a high wage, high output, full employment economy by improving productive potential and the performance of manufacturing industry in particular, and to improve the competitiveness of British industry and so increase its penetration of overseas markets and its capacity to resist imports at home.

The importance of the regional strategy is that it will be concerned with the practical problems of translating the findings and recommendations of the national strategy into tangible results at company level.

The mechanism which has been proposed for this purpose will be in the formation of an action group (ie a working party) comprising representatives of the government departments in the region, the TUC, the CBI and other bodies mentioned above whose aim will be to collect and disseminate information, exchange ideas, put forward specific recommendations for the guidance of companies and local authorities, and, where appropriate, give help and advice on such matters as financial assistance and the development of overseas markets. It is also hoped that the action group will be able to draw attention to those matters that are common to the whole of industry in the region, by presenting well documented reports for consideration at national level.

It is not difficult to believe that there is scope for improving the efficiency and competitiveness of most British companies, but it is recognised that no amount of statistical data, industrial strategies, action programmes, or unwanted pressures will achieve the wealth creating, full employment objectives we all aspire to unless people at company level ensure that the plans and performance goals are achieved in practice on the shop floor and in the market place.

Basically what is needed and is now emerging is a concerted effort by everyone who is in some way responsible for providing leadership and direction in local government, industry and commerce and this is the answer to those investors and industrialists who are asking what is so special about Merseyside.

A Trade and Industry special report
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European community news

A close working relationship for the joint benefit of all

In a joint statement at a press conference with President Giscard d'Estaing on 12 November following a two-day meeting in Rambouillet near Paris, Minister James Callaghan described the Anglo-French talks as 'the first meeting of a close working relationship between France and Britain to the exclusion of no one, but for the joint benefit of all.

Mr Callaghan, who was accompanied by Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs; Denis Healey, Chancellor of the Exchequer; John Silkin, Minister of Agriculture, Fisheries and Food and Edmund Dell, Secretary of State for Trade, described the talks as 'intimate'. He added, 'all of us opened our minds, and I might say our hearts to each other. There were no reserves'.

President Valery Giscard d'Estaing welcomes Prime Minister James Callaghan at Rambouillet on 11 November at the start of their two day meeting.

World economy

He said that their particular interest had been on the development of world economy and the nature of changes that were taking place in the industrialised world. They had particularly been concerned with the levels of employment and the expectations of the people for the satisfaction of their needs, and on the relationships with the developing world. 'These are the kind of problems which naturally fall to us to discuss,' he said, 'because both France and Britain have for long had a world foreign policy, which has extended not just to a few countries, but has been world wide, and we have been able to approach these matters in that spirit'.

Both the President and Monsieur Barre, Mr Callaghan said, 'had indicated that at the International Monetary Fund the French delegate would play a constructive role in the discussions that Britain was about to have and that this was not merely in the interests of Britain, but in the interest of the European community as a whole.

'We discussed the question of the future of Britain's sterling balances,' he said, 'and the French Government approved the intention of the British Government to seek a solution to the problems of the sterling balances since this would contribute both to the increased stability of the international monetary system, and also to the strength of the British economy'. This was an approach which was based on their common perception of the needs of the industrialised world and of the monetary system in the industrialised world, he said.

The Prime Minister said that they had also discussed the problem of oil prices, the impact that they had had and could have if there were any modification on the French and British economies and the problems that confronted both economies, as individual countries, and as members of the community in relation to the energy problem.

Close industrial co-operation

On the question of close co-operation between French and British industries, Mr Callaghan said that both the President and he had agreed in the summer in London that they would seek such closer co-operation and added that he thought that it was fair to say that they had done so. 'I can't yet say we've been successful in finding individual initiatives to take, although in the fields of the aircraft industry and others there are possibilities', he said.

'Again I would like to emphasise the concern that we feel about the development of some of our industries in the present world situation'. He specified 'the iron and steel industry, shipbuilding, textiles, electronics and, possibly motorcars'. It was in these industries, he said, that on a sectoral basis French and British officials would be making joint studies in order to see whether changes that were taking place in the world economy were of a temporary nature, whether they were likely to be permanent, and what impact such changes in the market economy of the world would have on particular industries.

Mr Callaghan finished by saying that the President had commented on the British report on Rhodesia and on the North/South dialogue, in which the President had played such an important role in getting started, and he concluded by saying that the meetings had certainly been fruitful for Britain, and that he hoped the President felt that they had been useful to France.

Roy Jenkins appoints special adviser

Roy Jenkins, president-designate of the EEC commission, has appointed David Marquand, Labour MP for Ashfield, as his special adviser.

Mr Marquand will take special responsibility for liaison with the European parliament and the parliaments of member states.

No firework display of new initiatives on 1 January: Crosland

Britain takes her six-month tenure of the presidency of the European community which starts on 1 January, very seriously. In a speech to the Foreign Press Association on 8 November Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs said. It represented the first time that the British people will have had a chance to see the community in operation at close range. After last year's referendum result, he added, Britain's tenure of the presidency would be a fitting symbol of this country's commitment to Europe.

By sheer chance four events of major importance would coincide in the first half of the year, he said. In addition to Britain's presidency, the Queen would celebrate her Silver Jubilee in June, the Commonwealth heads of government would meet in London in the same month and a Nato ministerial meeting would take place in London in May. There could be no doubt, said Mr Crosland, that the presidency would make the most sustained demands on Britain's resources of political energy, administrative skill and time. It would be a hectic six months, he said, 'we have also to remember Britain's many interests and responsibilities outside Europe. During the period of our presidency other countries and regions of the world will as usual press their claims for Britain's attention.'

Mr Crosland said that he had set up a new department in the Foreign and Commonwealth Office called the presidency secretariat which would supervise the organisation of meetings held in London, run political co-operation and liaise between the UK presidency and the institutions of the community. The Lancaster House complex had been set aside for meetings of ministers and officials in London and it had been completely overhauled and renovated.

Mr Crosland continued, 'To expect from me on 1 January a firework display of new initiatives is to misunderstand the community as such. Progress in the community – towards common policies at home and abroad – is a long-term historical process.

'We do not know what shape the community will finally take: our children and our grandchildren can argue over that. The time-span of achievement in the community cannot be made conveniently to coincide with each president's six-month term of office.'

Mr Crosland explained that the president of the community was first and foremost a chairman: his job was to discharge business as impartially and efficiently as possible. 'I lay some stress on this,' he said, 'because excessive expectations in the past bedevilled the community. A good deal of the present depression about the state of the community derives more from unrealistic expectations than from any objective assessment of what has been achieved and what can be achieved in the future.'

In a sense, he said, the UK could not set her own objectives, but would inherit an agenda from the preceding presidency – in the UK's case the Netherlands – and this was the raw material with which the UK would have to work. 'But we do not intend simply to bow to the pressure of events,' he said, 'we shall try to bring those items of community business on the agenda to a positive conclusion.'

The two basic areas of concern that faced the community president were the pursuit of community goals; and the pursuit of national goals within the community. It was after all in Britain's national interest that the community's policies should work well. Equally it was to the community's advantage that national interests should be recognised and accommodated.

Mr Crosland said that the pursuit of national interests was quite compatible with, and in one sense included, the pursuit of greater European unity. This was not just a British point of view. All member states represented strong and deep national traditions and interests. Progress would only be made if these were taken into account. 'None of our partners will do us any favours if, through lack of determination or conviction, we fail to stand up for what is vital to us.

'At the same time,' Mr Crosland said, 'I must make it clear that we do not see the presidency as conferring any special privileges or advantages in the pursuit of what is important to us nationally. Our community partners are entitled to expect from their chairman impartiality and encouragement in resolving differences of view. I have every intention of being a fairminded and conciliatory president. Of course I represent my country's interests as well. Achieving a proper balance between the two roles will not be easy.'

Enlargement

Speaking of community goals, he said that the conduct of external relations had been the community's principal success story and that the UK would want to build on that success. The UK's first concern, therefore, would be enlargement. The negotiations with Greece would have started and as the presidency the UK would be leading for the community at both ministerial and official level. Portugal might also apply for membership during the UK presidency.

Enlargement would present the community with perhaps its most testing challenge. There would be considerable practical difficulties but these were by far outweighed by the political benefits, not only in the accretion of power which the new members would bring to Europe's common pool, but more important was the new strength which enlargement would give to European democracy.

Political co-operation and foreign policy

Mr Crosland said that he welcomed Mr Tindeman's proposals that at council level the distinction between political co-operation and community issues should be dispensed with. Political co-operation on foreign policy issues was becoming increasingly important. He said that one area in which he expected to see considerable activity was in the preparation of a common position on the Belgrade Conference to review progress in implementing the Helsinki Final Act of the Conference on Security and Co-operation in Europe (CSCE).

He went on to say that the ability to take initiatives was undoubtedly one of the most important criteria of a healthy foreign policy and he added that he looked forward to the Nine showing the necessary willpower to take constructive foreign policy initiatives in the future. He said that this was something he hoped to encourage during the UK presidency.

Trade

The UK would also look for progress in the development of the common commercial policy. 'We expect to see the resumption of the multilateral trade negotiations – the so-called Tokyo Round,' he said. This would be important for the community's relations with the United States. There would probably be active trade negotiation with Spain, Iran and, possibly, Turkey. Trade agreements with some Middle East states would probably be ready for signature.

'We can expect to play a central role in the North/South dialogue,' he continued. 'We shall for instance be co-ordinating the community line in negotiations following on from Unctad IV; and in the Conference on International Economic Co-operation, if that continues beyond the end of the year. It is probable that the second meeting of the joint ministerial council with the African, Caribbean and Pacific countries under the Lomé convention would take place during our presidency.'

Internal economic integration

On questions of internal economic integration he said that consideration of these could not be divorced from the fundamental issue of economic convergence which would be a foremost consideration next year, as indeed it was now. The community had rightly abandoned the quite unrealistic objective of economic and monetary union by 1980. This had implied a convergence of economic performance, policies and national priorities which simply did not exist, and would not exist until and unless adequate mechanisms could be devised to reduce disparity in wealth between regions and between member states.

Economic convergence would require a massive transfer of resources from richer to poorer regions. The community's present regional and social fund were on a quite inadequate scale. If the goal of economic convergence was to be made a realistic possibility a coherent strategy would have to be worked out which was wholly lacking now. It was against this background that the community would have to discuss during the UK presidency possible successor arrangements to the social and regional funds which must be renewed before the end of the year.

Member states were more divergent than

they had been a few years ago, he said, because of the combination of the oil price rise, world inflation, world recession and separate national reactions to these problems. The problems of convergence would be made more formidably difficult when the community was enlarged to include, for example, Greece, Portugal and possibly later Spain.

Common fisheries policy

Speaking of national goals for the presidency, he said that the first priority among the UK's interests was the question of fisheries, including negotiations with third countries for reciprocal fishing rights and the revision of the common fisheries policy itself which he said was 'the key issue'.

The cfp had a major role to play in developing the community's cohesion: it was therefore a vital community interest that this revision should be successfully accomplished, and soon. 'But what is also at stake is no less than the future of our own fishing industry,' he said.

'As matters stand, the Common Fisheries Policy is a one-way street. Over half the community's fish stocks will lie in British waters when we extend to 200 miles. But we, for our part, will catch only an infinitesimal proportion of our needs in the waters of other member states. Our fishermen cannot understand why they should be singled out as the victims of the full blast of 100 per cent free competition and 100 per cent free access; and my sympathies are entirely with them.'

On the common agricultural policy he said that the UK's objective was a fair deal for consumers, a reasonable livelihood for farmers, cost-effectiveness and access for the UK's traditional suppliers.

Finally Mr Crosland explained that the UK was not looking for dramatic breakthroughs. Instead Britain would try to ensure that the community functioned well with the right conditions for productive debate leading to decisions acceptable to all. 'A good castle is built not in the air, but brick by brick,' he said.

EIB loan for cross-Channel hovercraft

A loan equivalent to £5 million (7.5 million units of account) has been provided by the European Investment Bank for enlargement of two SRN4 hovercraft operated by British Rail on the cross-Channel 'Seaspeed' service between Dover and the French ports of Calais and Boulogne. The loan has been granted to the British Railways Board for 10 years at an interest rate of 9 per cent.

In effect the two craft are to be 'stretched': they will be cut in half near their mid-points and new 17m long centre sections will be inserted. The passenger cabins are also to be widened.

The modifications will increase the carrying capacity of each craft from 28 cars and 250 passengers to 55 cars and 416 passengers and their new length will mean greater seaworthiness and smoother riding. To cope with the increased load engine power will be boosted by 10 per cent.

Including construction of new terminal facilities at Dover, the total cost of the project comes to about £12.5 million.

The Seaspeed cross-Channel hovercraft service was started by British Rail, in co-operation with the French railways (SNCF) on the Dover-Boulogne route in 1968, and was extended two years later to the Dover-Calais route.

The two hovercraft have now carried four million passengers and some 600,000 vehicles. Next year SNCF will add to the Seaspeed operation their own first hovercraft, two Sedam N500 models, each with 55 car places and 400 passenger seats.

Helping to finance an increase in the carrying capacity of the two British Rail hovercraft corresponds with one of the main tasks given to the European Investment Bank under the treaty of Rome, that of supporting investments of common interest to several member countries or to the community as a whole.

Commission sticks to economic convergence aim

Moving back to full employment is one of three priority objectives in the EEC commission's draft fourth medium-term economic policy programme scheduled to be discussed by ministers at the 22 November finance council.

The programme also aims to bring inflation under control and restore external payments equilibrium.

The commission has drawn up the economic policy programme as a framework for community action in the economic field between 1976 and 1980, to provide a basis for policy in that period, with a view to making progress towards economic and monetary union.

In a foreword to the programme the commission argues that the re-establishment of full employment must be the prime objective of economic policy at community and national level over the next four years and this will only be achieved if gdp grows faster and more evenly than in the past five years with a minimum growth rate for 1976-80 of 4.5-5 per cent per annum.

A full employment strategy, it says, must comprise three elements; first it must include a regionally and sectorally-balanced growth policy; second, the social partners must take account of economic constraints in their attitudes to incomes; and third, it must contain an active employment policy.

The commission calls for a greater degree of social consensus and points out that this will only be achieved by more worker participation and greater justice in respect of wealth, income and taxation. Concrete reforms in these areas, the commission says, are needed by 1980.

Measures in the investment, employment, competition and consumer policy fields would also be needed and the commission would be making new proposals in these areas.

Public deficits must be reduced and public expenditure grow more slowly than in the past five years, but short-term economic and budgetary situations must be given weight in moving to this objective.

Confirming that the objective of progress towards economic and monetary union is retained, the commission says that a greater degree of convergence between member states is also necessary. All structural reforms and short and medium-term measures must be reviewed before adoption to ensure compatability with the fourth programme's objectives. Progress towards these, especially on unemployment, must be monitored and the medium-term projections must be updated annually.

Greater effort to achieve a gradual establishment of stable exchange rate relationships would be needed. To this end the commission proposes that exchange rate policy co-operation with the 'snake' members and the remaining four countries would be extended, with a view to ensuring the gradual regrouping of all the community currencies within the 'snake'.

It is noted within the policy programme that it will be possible to resume efforts in this direction only to the extent that policies lead to a sufficient stabilisation within the community. The commission added that it would put forward more detailed proposals for the implementation of the programme in due course.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Ministers discuss greater economic and monetary co-operation

An informal discussion on sterling was held before the meeting of EEC finance ministers in Brussels on 8 November. Denis Healey, Chancellor of the Exchequer, who represented the UK at the meeting, said afterwards that finance ministers had expressed the will and the ability to help individually and as members of the community, if co-operation were required.

Referring to the sterling balances, Mr Healey said that as soon as agreement on the British negotiations with the International Monetary Fund was in sight, he thought that the community would want to know whether there was any special co-operation that it could usefully offer. He also pointed out that a solution was likely to require the co-operation of the countries outside the community, notably Japan and the United States.

At the meeting, ministers discussed the strengthening of the internal economic and financial co-operation of the community and the suggestions put forward by the Dutch council president Dr W. F. Duisenberg (see *Trade and Industry* 6 August, page 385).

The council was convinced that both the development of the community and the greater stability of intra-community exchange relations required that the economic policies of member states should converge and their economic situations be brought into closer alignment.

Ministers considered that the efforts currently being made in the community to combat inflation and to ensure continued and balanced growth were to a great extent dictated by this need and should be continued therefore with all due resolve.

In order to provide a medium-term community framework for member states' conjunctural and structural policies, the council undertook to adopt with the minimum possible delay the draft fourth medium-term economic policy programme (see page 537) submitted by the commission on 5 October. It noted the commission's intention of supplementing this general programme with detailed proposals.

Ministers agreed that member states and community institutions would have to ensure that, as far as possible, medium- and short-term economic policies are framed in conformity with this programme, which will be considered again at the finance council scheduled for 22 November.

The council considered that it would be appropriate to make pragmatic use of the various opportunities for aligning monetary policy objectives without, however, encroaching upon national powers and areas of responsibility.

Ministers agreed that internally established national monetary objectives which vary from one member state to another should be discussed from time to time by the monetary committee, which should compare the outturn with the objectives, examine and account for any deviations and discuss possible remedies. The committee should also continue the study of ways and means of gradually aligning intermediate objectives.

As to intra-community exchange relations, the council considered that a greater degree of stability was highly desirable and that the Dutch proposals could make an important contribution to that end. The council requested the monetary committee and the committee of the governors of the central banks to look at these ideas in greater detail, examine how and under what circumstances they could be realised, and report back before the end of the year.

The council gave its assent on the revised draft commission decision on the use of the European unit of account (EUA) concerning coking coal and coke for the iron and steel industry in the community.

This draft was intended to modify the nominal values of maximum sales aids for coking coal and coke and the contributions towards community financing of these aids. To prevent a decline in the value of the above mentioned aids and contributions in terms of national currencies, the commission proposed to increase the amounts expressed in units of account by 5.5 per cent from 1 January 1976 so that their value in terms of national currencies would remain broadly unchanged.

The council examined the draft resolution on the application of the European unit of account to the budget of the communities but, agreed to wait for the outcome of the discussions at the foreign council on 15 and 16 November. Ministers indicated their intention of returning to this matter at their next meeting on economic and financial questions, planned for 22 November.

Development ministers consider aid to non-associated countries

At the meeting of EEC development ministers in Brussels on 8 November the UK was represented by her Ambassador and Permanent Representative to the European Communities, Sir Donald Maitland.

The council held a wide-ranging discussion on the various aspects of the implementation of the 16 July 1974 resolution on the harmonisation and co-ordination of development co-operation policies of the member states, and examined a draft resolution to this effect. Although a broad measure of agreement was reached, some outstanding points were remitted to the committee of permanent representatives (Coreper). It is to be hoped that Coreper will quickly resolve these issues so that the final council decision may be taken as soon as possible.

The development council also considered financial and technical aid to non-associated countries. At the foreign affairs council on 18-19 October, agreement in principle had been reached that the 20 million units of account (mua) for non-associates inscribed in the community's 1976 budget could be committed this year. The development council, on 8 November, took matters one stage further by showing a favourable attitude towards the geographical allocation of this appropriation along the lines of the projects suggested by the commission. Formal approval of the programme could not however be given because the Germans, who were not completely satisfied on the harmonisation issue, insisted on progress on the latter before a decision could be taken on the non-associates. The linked questions were referred to Coreper and it is to be hoped that a favourable decision will soon be reached.

As to the appropriations to be entered in the 1977 budget for aid to non-associates, the council noted that it would receive a formal proposal from the commission, which would enable ministers to take a decision on the allocation of this appropriation on the basis of an established policy of aid to the non-associated developing countries.

In a general discussion on the community's food aid policy on the basis of a commission communication on the triennial planning of food aid, ministers took into account a memorandum from the UK delegation on the strategy for community food aid, which suggested policies by which the developmental impact of food aid could be improved. It was agreed that the UK memorandum should be referred to Coreper and the ad hoc working party on food aid for further consideration and submission, along with the commission paper, to the next development council.

EEC/Mashraq agreements are initialled

On 14, 28 and 29 October the EEC concluded co-operation agreements with three eastern Mediterranean Arab ('Mashraq') countries – Egypt, Jordan and Syria. These agreements will almost complete the series planned under the community's 'overall approach' to relations with states bordering the Mediterranean. With the fourth Mashraq country, the Lebanon, the community hope to start negotiations as soon as her internal difficulties permit.

The three agreements initialled are broadly similar in outline to those with the Maghreb countries, which were signed earlier this year (see *Trade and Industry*, 2 July 1976, page 24), providing for economic and technical co-operation between the EEC and the Mashraq (with financial aid from the community) as well as for preferential trade arrangements.

For their exports of industrial goods – that is, in general, goods falling within chapters 25 to 99 of the common customs tariff – the Mashraq are to receive duty-free entry into the EEC shortly after the agreements come into force. Tariff concessions on selected agricultural goods, and the special arrangements for 'sensitive' products, have been varied to meet the individual needs of the three countries. During negotiations it was agreed that these trade provisions should be brought into force after signature by interim agreements rather than await formal ratification of the full agreements.

Trade and Industry will publish further details of the agreements once these are available.

Inquiries to: Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1, tel. 01-215 3707.

Temporary suspension of the CCT

Review of tariff suspensions in the agricultural and industrial sectors. The Department of Trade has been notified by the EEC commission that a review is to take place early in 1977 of existing total or partial suspensions of the common customs tariff (CCT) of the Community which are due to expire on 30 June 1977. Most of the goods in question are listed in council regulations (EEC) nos 1450/76 of 21 June 1976 (agricultural products) and 1290/76 of 1 June 1976, table II (industrial products). Details are also given below. (The other goods concerned will be covered by suspensions of the CCT that are expected to come into operation for six months on 1 January 1977 and these will be the subject of a later notice.) Unless any objections are raised it is the intention that these suspensions should generally be maintained for a further period ending in most cases on 30 June 1978.

The CCT suspended rates (total or partial) will apply to the United Kingdom from 1 July 1977, except for horticultural items (indicated by an asterisk in the list below) where alignment of the UK tariff with the CCT does not take place until 1 January 1978. However, unless there are any objections from producers, it is the UK's intention to adopt the CCT suspended rates on horticultural goods from 1 July 1977.

UK producers of any of the goods listed or of like or competing products may object to continuation of these suspensions where they consider that they are able to supply the whole or the greater part of the needs of the community or that their interests would be adversely affected by the loss of protection involved in a suspension of the CCT. Those wishing to object should provide as much as possible of the following information:

1 estimated community (nine countries including the UK) demand in 1977 and 1978;
2 estimated UK demand in 1977 and 1978;
3 UK production expected to be available for:
  3.1 the UK market in 1977 and 1978;
  3.2 the rest of the community in 1977 and 1978;
  3.3 exports to other countries in the same years.

This information should be sent in writing to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, to arrive not later than 10 December 1976.

Inquiries: tel. 01-215 5515 (chemicals) and 01-215 3576 (other goods).

Tariff heading	Description	CCT suspended rate of duty %
03.01 A I b)	Salmon, fresh (live or dead), chilled or frozen	Free
ex 03.01 B I d)	†Sardines (Clupea pilchardus Walbaum), fresh, chilled or frozen, whole, of a length of 20cm or more	Free
ex 03.01 B I e)	Piked dog-fish (Squalus acanthias), fresh, chilled or frozen, whole, headless or in pieces	Free
ex 03.01 B I g)	Black halibut (Hippoglossus reinhardtius), fresh, chilled or frozen, whole, headless or in pieces	Free
ex 03.01 B I q)	Sardinops sagax, sardinops ocellata (pilchards), fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry	8
ex 03.01 B I q)	Sturgeons, fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry	8
ex 03.01 C	Roes, fresh, chilled or frozen	Free
ex 03.02 A I c)	Anchovies (Engraulis sp.p) salted or in brine, whole, headless or in pieces, in barrels or other containers of a net capacity of 10kg or more	5
03.02 A I e)	Salmon, salted or in brine, whole, headless or in pieces	4
ex 03.02 A I f)	Sprats, salted or in brine, whole, headless or in pieces	Free
ex 03.02 A I f)	Saithe (Gadus virens), salted or in brine, whole, headless or in pieces	7
ex 03.02 A II d)	Fillets of saithe (Gadus virens), salted or in brine	7
ex 03.02 C	Fish roe, salted or in brine	Free
ex 03.03 A I	Tails of crawfish, chilled or frozen, shelled or not	10
ex 03.03 B I b)	Oysters, fresh (living), weighing no more than 12g each	Free
ex 03.03 B I b)	Oysters, fresh (living), of the 'Crassostrea gigas' variety, weighing more than 100g each	Free
ex 06.04 B I	††*Natural Christmas trees unfit for replanting and branches of coniferous trees or holly for ornamental purposes	Free
ex 07.03 E	*Mushrooms, excluding cultivated mushrooms, preserved in brine, in sulphur water or in preservative solutions, but not specially prepared for immediate consumption	4
ex 07.05 B I	Beans dried, white of the species Phaseolus vulgaris	Free
ex 08.01 A	Dates, fresh or dried, in immediate packings of a net capacity not exceeding 35kg, for repacking for retail sale	Free
ex 08.01 A	Dates, fresh or dried, intended for processing other than for the production of alcohol	Free
ex 08.01 F	Cashew nuts, shelled	Free
ex 08.09	*Rose-hips, fresh	Free
ex 08.10 A	*Bilberries, whether or not cooked, preserved by freezing, without added sugar	4
ex 08.10 B	*Cranberries and rose-hips, whether or not cooked, preserved by freezing, without added sugar	Free
ex 08.10 B	*Dates, frozen in immediate packings of a net capacity of 5kg or more, not intended for the production of alcohol	Free
ex 09.04 B I	Paprika, ground, for use in animal feedingstuffs	Free
09.10 C I	Saffron, neither crushed nor ground	10
ex 16.04 A II	Fish roes, washed, cleaned of adherent organs and simply salted or in brine	Free
ex 16.04 C II	Spiced and salted herrings, packed in barrels, intended for the processing industry	12
ex 16.05 A	Crabs of the 'King', 'Hanasaki', 'Kegani' and 'Queen' varieties, simply boiled in water and shelled, whether or not frozen, in packings of a net capacity of 2kg or more, intended for the processing industry	Free
ex 16.05 A	Crabmeat, excluding meat of the species 'Cancer pagarus', simply boiled in water, whether or not frozen, in packings of a net capacity of 2kg or more, for repacking for retail sale	5
ex 16.05 B	Shrimps and prawns other than those of the 'Crangon' variety, boiled in water and shelled, whether or not frozen, intended for the industrial manufacture of products falling within heading no. 16.05	10
23.07 A	Fish or marine mammal solubles	2
ex 28.04 C III	Tellurium powder	Free
ex 28.21	Dichromium trioxide for production of chromium metal or chromium carbide	12.4
28.51 A	Heavy hydrogen (deuterium) and compounds thereof (including heavy water); mixtures and solutions containing deuterium in which the ratio of the deuterium atoms to the normal hydrogen atoms exceeds 1 : 5,000 in number (Euratom)	Free
ex 28.55 A	Iron phosphides (ferro-phosphorus) containing 15% or more by weight of phosphorus, for use exclusively in the manufacture of refined phosphoric iron or steel	Free
ex 28.57 B	Manganese nitride containing not more than 8% of nitrogen by weight	Free
ex 29.01 D VI	Vinyltoluenes	Free
ex 29.01 D VI	1,2,4,5-Tetramethylbenzene	Free
ex 29.02 A II b)	1,2,3-Trichloropropenes	Free
ex 29.02 A III	Vinyl bromide	Free
ex 29.02 B	Dodecachloropentacyclodecanes	Free
ex 29.02 B	Hexachlorocyclopentadiene	Free
ex 29.03 A	Benzene-1,3-disulphonic acid	Free
ex 29.03 B II	Nitromethane	Free
ex 29.04 C I	Butane-1,3-diol	Free
ex 29.06 A IV	2-*tert*-butyl-4-ethylphenol	Free
ex 29.06 A IV	2-Isopropylphenol	6
ex 29.06 B V	1,1,3-Tris(5-*tert*-butyl-4-hydroxy-2-methylphenyl)butane	Free
ex 29.08 D	Bis(*alpha*,*alpha*-dimethylbenzyl) peroxide	Free
ex 29.09	1,2-Epoxybutane	7
ex 29.11 A IV	2,3-Dimethylvaleraldehyde	Free
ex 29.13 A I	5-Methylhexan-2-one	Free
ex 29.13 B I b)	Refined natural camphor	Free
ex 29.13 D I	3-*beta*-Hydroxy-16-*alpha*-methylpregn-5-en-20-one	6
ex 29.13 F	1,4-Naphthaquinone	Free
ex 29.13 G II	Dichlone (ISO)	Free
ex 29.13 G II	Chlordecone (ISO)	Free
ex 29.14 A II c) 4	16-*alpha*,17-*alpha*-Epoxy-20-oxopregn-5-en-3-*beta*-yl acetate	6
ex 29.14 A II c) 4	11-*alpha*,17-*alpha*,21-Trihydroxy-16-*alpha*-methyl-5-*alpha*-pregnane-3,20-dione 21-acetate 11-(toluene-4-sulphonate)	9
ex 29.14 A XI	2,2'-Ethylenedioxydiethyl bis(2-ethylbutyrate)	Free
ex 29.14 B IV b)	2,2-Bis(acryloyloxymethyl)butyl acrylate	Free
ex 29.14 B IV b)	Butyl perchlorocrotonate	Free
ex 29.15 A IV a)	Azelaic acid	Free
ex 29.15 A IV a)	Sebacic acid	Free
ex 29.15 C III	Benzyl phenylmalonates	Free
ex 29.15 C III	Benzene-1,2,4-tricarboxylic acid	Free
ex 29.15 C III	Benzene-1,2,4-tricarboxylic acid 1,2-anhydride	Free
ex 29.15 C III	Tetrachlorophthalic anhydride	Free
ex 29.16 A II	*L*-Malic acid and its salts and esters	Free
29.16 A III a)	Crude calcium tartate	3.5
ex 29.16 B VI	Dioctadecyl (3-*tert*-butyl-4-hydroxy-5-methylbenzyl)malonate	Free
ex 29.16 B VI	Pentaerythritol tetra-3-(3,5-di*tert*-butyl-4-hydroxyphenyl)propionate	Free
ex 29.16 B VI	Octadecyl 3-(3,5-di*tert*-butyl-4-hydroxyphenyl) propionate	Free
ex 29.16 C III	*DL*-2-(3-Benzoylphenyl)propionic acid	12
ex 29.16 D	Prostaglandin E_1	Free
ex 29.16 D	Dinoprostone (INN)	Free
ex 29.22 E II	1,8-Naphthylenediamine	Free
ex 29.22 E II	*m*-Phenylenebis(methylamine)	Free
ex 29.23 A II	Dinoprost (INN), trometamol salt (INN)	Free
ex 29.23 A II	Bis(2-dimethylaminoethyl) ether	Free
ex 29.23 A II	(+)-4-Dimethylamino-3-methyl-1,2-diphenylbutan-2-ol	Free

Tariff heading	Description	CCT suspended rate of duty %
ex 29.23 A II	*N*-(2-[4-(1,2-Diphenylvinyl)phenoxy]ethyl) diethylammonium chloride	Free
ex 29.23 C	Ketamine (INN) hydrochloride	Free
ex 29.23 D V	Tranexamic acid (INN)	Free
ex 29.23 E	*N*-Benzyl-*N*-(3-hydroxybenzoylmethyl) methylammonium chloride	Free
ex 29.23 E	Methyldopa (INN)	Free
ex 29.25 A II	*N*-Acetyl-*DL*-valine	Free
29.25 B II)	5-Ethyl-5-phenylbarbituric acid (phenobarbital) and its salts	11
ex 29.26 A I	ortho-Benzoicsulphimide (saccharin) and its sodium salt	8
ex 29.27	4-Bromophenylacetonitrile	Free
ex 29.27	2-(3-Phenoxyphenyl)propiononitrile	Free
ex 29.27	(-)-*N*-(*alpha*-Cyano-4-hydroxy-3-methoxy-*alpha*-methylphenethyl)acetamide	Free
ex 29.29	20-Hydroxyiminopregna-5,16-dien-3-yl acetate	Free
ex 29.29	(-)-2-(3,4-Dihydroxybenzyl(-2-hydrazinopropionic acid	Free
ex 29.29	1,3-Bis(4-chlorobenzylideneamino) guanidinium chloride	Free
ex 29.29	Mitopodozide (INN)	6
ex 29.31 B	Octadecyl (4-hydroxy-3,5-dimethylbenzylthio) acetate	
ex 29.31 B	4-(Methylthio)phenol	Free
ex 29.31 B	5-Fluoro-2-methyl-1-(4-methylthiobenzylidene) inden-3-ylacetic acid	Free
ex 29.31 B	Tolnaftate (INN)	Free
ex 29.34 B	Phenylphosphonothioic dichloride	Free
ex 29.34 B	*O*-Ethyl phenylphosphonochloridothioate	Free
ex 29.35 Q	(25*R*)-Spirost-5-en-3-*beta*-ol (diosgenin) and its esters	Free
ex 29.35 Q	2-Acetyl-1,4-butyrolactone	Free
ex 29.35 Q	1,4-Diazabicyclo[2.2.2]octane (triethylenediamine)	Free
ex 29.35 Q	2,4-Di*tert*-butyl-6-(5-chlorobenzotriazol-2-yl) phenol	Free
ex 29.35 Q	2-Benzotriazol-2-yl-*p*-cresol	Free
ex 29.35 Q	Indometacin (INN)	Free
ex 29.35 Q	2-Benzotriazol-2-yl-4-(1,1,3,3-tetramethylbutyl) phenol	Free
ex 29.35 Q	2-Methylpyridine	Free
ex 29.35 Q	Methyl 3-amino-5,6-dichloropyrazine-2-carboxylate	Free
ex 29.35 Q	(-)-1-*tert*-Butylamino-3-(4-morpholino-1,2,5-thiadiazol-3-yloxy)propan-2-ol	Free
ex 29.35 Q	Amprolium (INN) hydrochloride	Free
ex 29.35 Q	Tiabendazole (INN) for the production of medicaments for human or animal use	Free
ex 29.35 Q	Orazamide (INN)	Free
ex 29.35 Q	Hexan-6-olide (*epsilon*-caprolactone)	8.4
ex 29.35 Q	5-Ethyl-2-methylpyridine	Free
ex 29.35 Q	7-Oxabicyclo[2.2.1]heptane-2,3-dicarboxylic acid (3,6-endoxyohexahydrophthalic) and its sodium salts	10
ex 29.35 Q	4-Nitrobenzyl 7-amino-3-methyl-8-oxo-5-thia-1-azabicyclo[4.2.0]oct-2-ene-2-carboxylate and its salts	Free
ex 29.36	Sulfaguanidine (INN)	Free
ex 29.36	Quinethazone (INN)	Free
ex 29.36	Sulfathiazole (INN)	Free
ex 29.38 B II	Panthenol (INN)	Free
ex 29.38 B II	Calcium pantothenate (INN)	4.7
ex 29.38 B III	Folic acid (INN)	Free
ex 29.39 C I	Serum gonadotrophin (INN)	Free
ex 29.39 D II	Methylprednisolone (INN)	8
ex 29.39 D II	21-Chloro-9-fluoro-11-*beta*-hydroxy-16-*alpha*, 17-isopropylidenedioxypregn-4-ene-3,20-dione	Free
ex 29.39 D II	Fluorometholone (INN)	Free
ex 29.39 D II	Betamethasone (INN) 21-acetate	Free
ex 29.39 D II	Betamethasone (INN) 17,21-dipropionate	Free
ex 29.39 D II	Triamcinolone (INN)	8
ex 29.39 D II	Triamcinolone hexacetonide (INN)	8
ex 29.39 D II	Triamcinolone (INN) acetonide	8
ex 29.39 D II	Triamcinolone (INN) 16-*alpha*,21-diacetate	8
ex 29.39 E	Calusterone (INN)	Free
ex 29.39 E	Prasterone (INN)	Free
ex 29.39 E	Calcitonin (INN), porcine	Free
ex 29.39 E	Calcitonin (INN), salmon-type, and its salts	Free
ex 29.40	Bromelains (INN)	Free
ex 29.40	Mixture of streptokinase (INN) and streptodornase (INN)	Free
ex 29.40	Peroxidase	Free
ex 29.41 A	Digitalis glycosides, other than digoxin	Free
ex 29.41 D	Purified glycoside of squills	Free
ex 29.41 D	Calcium salts of sennoside A and B	Free
ex 29.41 D	Podophyllotoxin, benzylidene-*beta*-D-glucoside	Free
ex 29.42 C VII	Pilocarpine nitrate	Free
ex 29.42 C VII	Pilocarpine hydrochloride	Free
ex 29.44 A	Azidocillin (INN) and its salts	Free
ex 29.44 C	Tombramycin (INN) and its salts	Free
ex 29.44 C	Gentamicin (INN) and its salts	Free
ex 29.44 C	Cefradine (INN)	Free
ex 29.44 C	Amphotericin B (INN)	Free
ex 29.44 C	Salts of cefaloridine (INN)	7
ex 29.44 C	Salts of cefalotin (INN)	7
ex 29.44 C	Salts of cefalexin (INN)	7
ex 29.44 C	Minocycline (INN) *mono*-hydrochloride dihydrate	Free
ex 29.44 C	Lincomycin (INN) and its salts and esters	Free
ex 29.44 C	Clindamycin (INN) and its salts and esters	Free
ex 29.44 C	Spectinomycin (INN) dihydrochloride pentalhydrate	Free
ex 29.44 C	Spectinomycin (INN) sulphate	Free

Tariff heading	Description	CCT suspended rate of duty %
ex 29.44 C and ex 30.03 A II b)	Bleomycin (INN) sulphate	Free
ex 29.44 C	Tylosin (INN) and its salts	Free
ex 29.44 C	Sisomicin (INN) sulphate	Free
ex 29.44 C	Monensin (INN) and its salts	Free
ex 29.44 C and ex 30.03 A II b)	Amikacin (INN) and its salts	Free
ex 30.01 A I	Bovine livers for organotherapeutic purposes, dried and powdered	5
ex 30.01 B, ex 30.03 A II b) and B II b)	Human albumin 20%	Free
ex 30.01 B, ex 30.03 A II b) and B II b)	Human fibrinogen	Free
ex 30.01 B, ex 30.03 A II b) and B II b)	Preserved serum prepared on a basis of human blood	Free
ex 30.01 B	The following substances derived from human blood: antihaemophilic globulin, anti-Rh_o(D)-globulin and plasmaprotein solution	Free
ex 30.01 B	Extracts of suprarenal glands	Free
ex 30.01 B	Intrinsic factor (purified extracts of mucous membrane of swine, dried)	5
ex 30.01 B	Extract of liver of bovine animals	5
ex 30.01 B	Lyophilised gamma globulin derived from human blood	Free
ex 30.01 B	Anti-D immunoplasma	Free
ex 30.02 A	Tetanus immunoglobulin	Free
ex 30.02 A	Anti-tetanus immunoplasma	Free
ex 30.03 A II b) and B II b)	Anti-haemophilic globulin and anti-Rh_o(D)-globulin derived from human blood	Free
32.01 A	Tanning extracts of wattle (Mimosa)	Free
ex 32.01 D	Tanning extracts of eucalyptus	4
ex 32.01 D	Tanning extracts derived from gambier and myrobalan fruits	Free
ex 32.04 A IV	Dyeing extracts of logwood, yellow woods or red woods	Free
ex 32.07 B	Polycarbonate with a carbon black content of not less than 22% and not more than 28% by weight	Free
ex 38.03 B	Acid activated montmorillonite which, when examined by X-ray powder diffraction, shows four principal lines corresponding to crystal interplanar spacing (d values) of 0.44, 0.40, 0.33 and 0.25nm, the line corresponding to 0.40nm being the most intense	Free
38.07 A	Spirits of turpentine	3
38.07 B	Sulphate turpentine; crude dipentene	3
38.07 C	Wood turpentine; terpenic solvents produced by the distillation or other treatment of coniferous woods; sulphite turpentine; pine oil	3
ex 38.08 C	Rosin, hydrogenated, polymerised, dimerised or oxidised	4
ex 38.08 C	Hydroabietyl alcohol	Free
ex 38.19 G	Catalysts consisting of bis(2-dimethylaminoethyl) ether dissolved in 1,1′-oxydipropan-2-ol	Free
ex 38.19 G	Catalysts consisting essentially of diphosphorus pentaoxide on an inert support	Free
ex 38.19 K	Sintered magnesite mixed with small quantities of mineral oils	Free
ex 38.19 U	Mixtures of aldehydes from lignin	Free
ex 38.19 U	Calcined bauxite (refractory grade)	Free
ex 38.19 U	Mixtures of tertiary thiols	9
ex 38.19 U	Crude guanine (paste of fish scales and other waste of fish, containing mineral oil, of a kind used for the manufacture of pearl essence)	Free
ex 38.19 U	Diogesnin, crude	Free
ex 38.19 U	White mortar, non-refractory, consisting of marble powder and white cement, excluding coating materials used in painting and those of a type used for masonry	Free
ex 38.19 U	White granules and powders consisting of a mixture of melted, recrystallised mineral substances (mainly sand, limestone and dolomite)	12
ex 38.19 U	Intermediate products from the manufacture of monensin salts	Free
ex 39.01 C III	Film base, in rolls, of polyethylene terephthalate, for cinematography or photography (including radiography)	8
ex 39.01 C III	Waste and scrap of polyester sheets coated with tungsten compounds	Free
ex 39.01 C III	Polyester made from naphthalene-2,6-dicarboxylic acid and ethylene glycol in the form of film, whether or not in rolls	Free
ex 39.01 C III	Reflecting polyester sheeting, whether or not in rolls	Free
ex 39.01 C III	Polyhexanolide	12.8
ex 39.01 C IV	Polyamide 6 in one of the forms mentioned in Note 3 (b) to Chapter 39 for the manufacture of textile threads and fibres	15
ex 39.01 C VII	Polyethylene oxide having a molecular weight of not less than 4,000,000	8
ex 39.01 C VII	Polyimide film, whether or not in rolls	Free
ex 39.02 C III	Polysulphohaloethylenes in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	4
ex 39.02 C VI a) and b)	Copolymers solely of allyl alcohol with styrene, which have an acetyl value of not less than 175	Free
ex 39.02 C VII b)	Polyvinyl chloride sheeting, whether or not in rolls, of a thickness less than 1mm and coated on one side with pressure sensitive adhesive in which are embedded small hollow glass balls having a	

Tariff heading	Description	CCT suspended rate of duty %
	diameter of not less than 50 and not more than 100 micrometres	Free
ex 39.02 C VIII	Copolymers of vinylidene chloride with vinyl chloride, containing not less than 80% by weight of vinylidene chloride, in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39, for the manufacture of fibres, monofil or strip	4
ex 39.02 C XII	Reflecting polyacrylic sheeting, whether or not in rolls	Free
ex 39.02 C XIV a)	Copolymers of ethyl acrylate with chloroethylvinyl ether, in one of the forms mentioned in Note 3 (b) to Chapter 39	12
ex 39.02 C XIV a)	Alternating copolymers of ethylene and maleic anhydride whose 0.5% dispersion in aqueous ammonia (pH 8.5) at approximately 20°C has a viscosity between 15,000 and 60,000 cP	Free
ex 39.02 C XIV a)	Copolymers of vinyl chloride with vinyl acetate and vinyl alcohol containing by weight not less than 90% and not more than 92% of vinyl chloride, not less than 2% and not more than 4% of vinyl acetate and not less than 4% and not more than 8% of vinyl alcohol, in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	Free
ex 39.02 C XIV b)	Polyvinyl fluoride film, whether or not in rolls	Free
ex 39.03 B II b) 2, B III b) 4 aa) and B IV b) 4 aa)	Waste and scrap of photographic (including cinematographic) and X-ray film	Free
39.03 B V a) 1	Ethylcellulose, not plasticised	4
ex 39.03 B V a) 2	Ethylhydroxyethylcellulose, insoluble in water	4
ex 39.05 B	Rubber hydrochloride film of a thickness not exceeding 0.02mm, whether or not in rolls	Free
ex 41.02 B	Bovine skins, chrome tanned in the moist state (wet blue)	Free
ex 41.02 B	Leather of East India kip, whole, whether or not the heads and legs have been removed, each weighing more than 4.5kg net and not more than 8kg, not further prepared than vegetable tanned, whether or not having undergone further preservative treatment with oil, but obviously unsuitable for immediate use in the manufacture of leather articles	Free
41.03 B I	Sheep and lambskin leather, except leather falling within heading no 41.06, 41.07 or 41.08, other, not further prepared than tanned	Free
41.04 B I	Goat and kid skin leather, except leather falling within heading no 41.06, 41.07 or 41.08, other, not further prepared than tanned	Free
41.05 B I	Other kinds of leather, except leather falling within heading no 41.06, 41.07 or 41.08, not further prepared than tanned	Free
ex 44.22	Used casks and barrels of oak whether assembled or not; their staves and heads	Free
ex 44.28 C	Shingles for roofs and walls, of coniferous wood	Free
45.02	Natural cork in block, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers)	4
ex 48.01 E	Japanese tissue (special long-fibre paper) for the manufacture of artificial sausage casings or for wrapping man-made textile fibres (continuous) in the course of industrial processing	Free
ex 49.11 B	Microcopies on an opaque base intended for data-banks and libraries	Free
ex 49.11 B	Artists' screen prints (commonly described as serigraphs), signed by the artist and numbered from 1 to 200	Free
ex 51.01 A	Single yarn of polytetrafluoroethylene	Free
ex 51.01 A	Yarn wholly of polyglycollic acid	Free
51.01 B I	Hollow-filament yarn of regenerated textile fibres	Free
ex 51.02 A I	Monofil wholly or fluorocarbon polymer	Free
ex 51.04 A	Woven fabrics of polyvinyl alcohol fibres for machine embroidery	Free
ex 54.03 B I a)	Unbleached linen yarn (excluding yarn of flax tow), measuring per kg 30,000m or less, for the manufacture of multiple or cabled yarns for the footwear industry or for whipping cables	Free
ex 56.01 A	Synthetic textile fibres of aromatic polyamides obtained by polycondensation of *m*-phenylenediamine and *iso*phthalic acid	Free
ex 58.01 B	Carpets, carpeting and rugs of silk or of waste silk other than noil, of which the pile contains not less than 85% by weight of silk or of waste silk other than noil	20% with a max. of 4 u.a. per m²
ex 58.07 A	Braid wholly of polyglycollic acid yarn	Free
ex 59.03	Bonded fibre fabrics and similar bonded yarn fabrics of aromatic polyamide man-made fibres produced by polycondensation of *m*-phenylenediamine and *iso*phthalic acid	Free
ex 59.04	Coir yarn for the manufacture of carpets, carpeting and rugs, mats and the like	Free
ex 59.17 D	Yarn of polytetrafluoroethylene, impregnated, whether or not oiled	Free
ex 68.02 B	Artificially coloured granules and chippings	Free
ex 69.09 B	Catalyst supports, consisting of porous cordierite ceramic pieces of roughly circular or oval cross-section with parallel sides, having an overall volume of not less than 240ml and not more than 11,100ml, and having a minimum dimension of not less than 70mm and a maximum dimension of not more than 480mm, having not less than 28 continuous channels per 100mm² running parallel to the main axis of symmetry, the total channel cross-section area being not less than 60% and not more than 80% of the whole cross-section area	Free
ex 70.19 A IV b)	Glass beads of a diameter of less than 0.1mm and with a refractive index of 2.26	Free
ex 76.03	Aluminium alloy strip in coils, containing not less than 18% by weight and not more than 23% by weight of tin and not less than 0.7% by weight and not more than 1.5% by weight of copper as the major alloying elements and having a width of not less than 75mm and not more than 230mm and a thickness of not less than 3mm and not more than 6.5mm	Free
ex 81.02 B	Molybdenum alloy sheets of less than 0.20mm thick, containing not less than 98% by weight of molybdenum, not less than 0.40% by weight and not more than 1% by weight of titanium and not less than 0.06% by weight and not more than 0.20% by weight of zirconium, as the major alloying element	Free
ex 81.04 D I	Chromium, in the form of cathode chips or pellets, which contains not more than 0.10% by weight of total oxygen, not more than 0.015% of total aluminium, and not more than 0.001% by weight of aluminium compounds insoluble in boiling 5N hydrochloric acid and in boiling fuming perchloric acid, and evaluated as aluminium, intended for the production of alloy for the manufacture of the following parts of gas turbines and jet engines: blades, fixed or movable, including their rings, vanes, nozzles	Free
ex 81.04 G I	Electrolytic manganese of a purity of at least 99.5% and intended for the chemical industry	Free
ex 81.04 K I	Waste and scrap of titanium	Free
ex 81.04 K I	Titanium sponge	Free
ex 81.04 M	Waste and scrap of uranium depleted in U 235	Free
ex 84.51 A	Typewriters with Braille characters	Free
ex 84.59 B	Integrally forged, rough-turned components with unit weights of more than 150 metric tons or outer diameters of more than 6,000mm, for reactor pressure vessels	Free
ex 84.63	Forged and roughly shaped generator and turbine shafts of a weight exceeding 150 metric tons	Free
ex 85.13 B	Sonic convertors consisting of a box approximately 28cm long, approximately 13cm broad and approximately 10cm high, the top being shaped in the form of a cradle to receive a telephone handset, incorporating a lamp to indicate the state of call. This modem (MODulator/DEModulator) converts tele-printer keyboard signals for transmission by telephone line or radio for reconversion to keyboard signals on a distant teleprinter	Free
ex 90.01 B	Material consisting of a polarising film, supported on one or both sides by transparent material	Free
ex 90.19 B II	Reading appliances for the blind, in which a miniature camera using photo-transistors transmits letters into a scanning board with piezo-electric pencils, and its parts and accessories	Free

NOTES:

† Suspension in operation up to and including 31 March 1977. Expected to reoperate for the period 1 September 1977 up to and including 31 March 1978.

‡‡ Suspension terminates 31 December 1976. Expected to reoperate for the period 15 October up to and including 31 December 1977.

* UK tariff will not align with the CCT until 1 January 1978.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Tariff quotas – 1977

General

Tariff quotas provide for a limited amount of goods to be imported at a rate of duty below the normal rate. General information about the administration of tariff quotas may be found in customs notice 771 (obtainable from any customs house or office of HM Customs and Excise) and in articles previously published in *Trade and Industry* for example 15 February 1973 (pages 327-81) – Tariff quotas after accession to the European communities; 16 January 1976 – EEC Tariff Quotas 1976 (pages 156-8). Notices have also appeared from time to time in *Trade and Industry* over the past three years about particular tariff quotas which have been opened or when increases have been made and a notice is published at monthly intervals listing quotas which have been exhausted. Tariff quotas opened during 1976 are also listed in Part 11 of HM Customs tariff. A notice in *Trade and Industry* of 13 February 1976 (page 456) listed EEC tariff quotas which were expected to be opened for imports from all third countries in 1977 (so called 'global' quotas) and invited comments from interested parties.

Tariff quotas

Below are lists of tariff quotas (other than GSP tariff quotas) which so far as can be seen at present are expected to be opened in 1977. The expected duty rates within the quotas are also given. As can be seen, most of the expected tariff quotas are UK shares of tariff quotas that will be opened for the EEC in accordance with council regulations. The regulations for 1977 are at various stages of preparation. It is too early to say definitely whether there will be any changes to the EEC list (in particular any changes in the preferential arrangements for certain Mediterranean countries – see list D) or precisely what the amounts of all the individual tariff quotas will be. Importers may nevertheless find it helpful to have this indication of the likely position next year for the goods concerned. In nearly all cases the quotas run from 1 January. As explained in the notice published in *Trade and Industry* on 13 August (page 457) discussions have been in progress about details of the 'Communities Generalised Tariff Preference Scheme (GSP) for Developing countries' for 1977 and final details are not yet available although proposals by the EEC commission appeared in *Official Journal* C.220 of 20 September 1976. A notice will appear in *Trade and Industry* when final details are known stating where they may be obtained. The council regulations for tariff quotas are published in the *Official Journal of the Communities* after they have been approved by the council and it is hoped that most of these will be published in good time to give importers advance notice.

Allocation

In 1977 as in 1976 it is intended that qualifying imports shall be debited against tariff quotas in general (including GSP quotas) in the order in which any importer enters them for home use and claims relief from duty. (Customs notice 771 and amendments, obtainable free from any customs house or office of HM Customs and Excise, explains how claims should be made.)

Inquiries about this notice should be addressed to General Division 2, Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ. Copies of back numbers of *Trade and Industry* can be obtained from HMSO, subject to availability at time of ordering, PO Box 569, London SE1.

A EEC global tariff quotas expected to be opened in 1977 for imports from all non-EEC sources

Tariff heading	Item	Expected UK quota rate 1977	
01.02 A.II.b) 2	†Alpine and mountain cattle. (Two quotas which run from July 1975 to June 1977)	—	
03.01 A.II	Fresh eels (live or dead) chilled or frozen for curing, skinning or use in manufacture of products of heading 16.04	zero	
		Full	CW
08.04 B.I.a)	Dried grapes in immediate containers of 15kg or less	£0.0393 per 100kg +0.9%	0.9%
b)		£0.0787 per 100kg +0.9%	0.9%
38.08.A	Rosin including 'brais resineux'	zero	
44.15 A.I	Certain plywood of coniferous species	zero	
48.01 A	Newsprint	zero	
ex 48.01 E			
50.02	Raw silk (not thrown)	zero	
		1/1/77 to 30/6/77	1/7/77 to 31/12/77
50.04 B	Yarn wholly of silk not put up for retail sale	2.5%	2.5%
50.05 B	Yarn of silk waste other than noil not put up for retail sale		
	Dyed	1%	1%
	Not dyed	0.8%	1%
50.09, 50.10, 55.07, 55.09, 58.04	Woven fabrics of silk or noil silk woven on handlooms; Certain woven fabrics of cotton and pile and chenille fabrics of cotton made on handlooms	Two quotas at zero duty for goods from Bangladesh, El Salvador, India, Laos, Pakistan, Sri Lanka, Thailand	
Chapters 50-57 and 58.04 58.05 58.07 58.08 58.09 60.01	*On the added value of processing of fabrics and yarns in these headings imported as provided for in the arrangements with Switzerland on trade in processing in the textile sector (Quota runs from 1/9/76 to 31/8/77)	zero	
73.02 C	Ferro-silicon	zero	
73.02 D	Ferro-silico-manganese	zero	
73.02 E.I	Certain ferro-chromium (including a quota for ferro-chrome with a high carbon content)	zero	
77.01 A	Unwrought magnesium (quotas for various grades)	zero	
78.01 A.II	Unwrought lead, other than bullion lead	zero	
79.01 A	Unwrought zinc	zero	
A variety of *handicrafts falling under various tariff headings*; when imported from certain countries. (India, Pakistan, Bangladesh, Thailand, Philippines, Indonesia, Uruguay, Iran, Sri Lanka, Laos, Ecuador, Paraguay, Panama, El Salvador, Bolivia and Malaysia)		zero	

B National tariff quotas expected to be opened by the UK in 1977

Tariff heading	Item	Expected UK quota rate 1977
28.04 C.IV	Phosphorus (Protocol 8 of the Act of Accession.) For imports from all third countries.	4.8%
Chapters 48 and 49	Paper and paperboard and certain printed matter (Details will be published later.) (Protocols to the agreements with Efta non-candidate countries. For imports from those countries only.)	zero
07.01 A.II	New potatoes imported from Cyprus (Quota runs 1/1/77 to 30/6/77 – position after that date not yet known.)	zero

Footnotes to Lists A and B:

1 The UK will also participate in a tariff quota for frozen beef (which is in effect a levy free quota and not a quota for imports at a lower than the normal tariff). This quota is administered by the Ministry of Agriculture.

2 It should be noted: (a) that where under other preferential arrangements imports from particular third country sources qualify for duty-free treatment or a rate of duty as low as the quota rate, such imports will not be counted against 'global' or 'national' quotas; (b) that, until the end of the transitional period for abolishing duties between the old and new member states, for so long as any quota for particular goods from *all non-EEC* countries is not exceeded such goods may be imported from other member states of the EEC duty-free or at the quota rate when otherwise duty at a higher rate would be chargeable.

* There is no provision for the UK having a definite share in this quota and there is no known trade.

† There is no known trade in these goods.

C Two preferential tariff quotas for certain African, Caribbean and Pacific (ACP) countries and for overseas countries and territories of the EEC (OCTs)

Tariff heading	Item	Expected quota duty rate
22.09 C.I	Rum, arrack and tafia (The quota periods run from July of one year to June of the next).	zero – ie only excise duty will be payable

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

D Preferential tariff quotas expected to be opened by the EEC in 1977 for certain Mediterranean countries

Country	Item	Tariff heading		Expected UK duty within quota 1977 1/1/77 to 30/6/77	Expected UK duty within quota 1977 1/7/77 to 31/12/77
Algeria	Certain wines of designated origin: two quotas for wine in containers holding 2 litres or less and for wine in containers holding more than 2 litres	ex 22.05	C	As 'M' rate†	Free●†
† For conditions see Part 11 of HM Customs tariff. (Quota period runs from July to June.)					
Cyprus	Man-made fibres discontinuous or waste, carded, combed or otherwise prepared for spinning	56.04	A	2.6%	Conditions applying after 30/6/77 not yet known
			B	3%	
	Men's and boys' outerwear	61.01	A	wig of £0.1102 per kg or 4% + wig of 1.2% or £0.0330 per kg	
			B	5.2%	
			C	5.2%	
Egypt	Certain petroleum products● (Duration of quota uncertain – may be superseded by new arrangements within EEC agreement with Egypt.)	27.10	A.III	2.1%	2.7%
			B.III.a)	2.1%	2.7%
			B.III.b) 1	2.1%	2.7%
			B.III.b) 2	2.7%	2.7%
			C.I.c) 1	1.2%	1.5%
			C.I.c) 2	1.7%	1.5%
			C.II.c) 1	1.2%	1.5%
			C.II.c) 2	1.7%	1.5%
			C.III.c) 1	1.4%	1.8%
			C.III.c) 2	1.8%	1.8%
			C.III.d) 1	2.1%	2.7%
			C.III.d) 2	2.7%	2.7%
		27.11	B.I.c) 1	1.6%	0.6%
			B.I.c) 2	1%	0.6%
		27.12	A.III.a)	0.7%	0.9%
			A.III.b)	1.1%	0.9%
			B.I	2.5%	3.1%
			B.II	3.1%	3.1%
		27.13	B.I.c) 1	0.7%	0.9%
			B.I.c) 2	2%	0.9%
			B.I.c) 3	1.1%	0.9%
			B.II.a)	2.1%	2.7%
			B.II.b)	3%	2.7%
			B.II.c)	2.7%	2.7%
		27.14	C.II.a)	0.7%	0.9%
			C.II.b)	1.1%	0.9%
	Certain cotton fabrics	55.09	A.I	6.2%	5.8%
			A.II	6.6%	6.3%
			B.I.	6.6%	6.3%
			B.II	6.9%	6.7%
● Any excise duty is also payable.					
Greece	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol (Duration of quota period uncertain.)	ex 22.05		The rates of duty charged in 1975 in respect of goods originating in a member state of EEC	
†† Subject to further consideration, and any excise duties chargeable.					
Israel	Apricot pulp	ex 20.06	B.II.c) 1 aa)	9.5%	9.5%
Malta	Cotton yarn, not put up for retail sale	55.05		Duty-free	Duty-free
	Man-made fibres	56.04		Duty-free	Duty-free
	Outer garments and other articles, knitted or crocheted, not elastic or rubberised	60.05		Duty-free	Duty-free
	Men's and boys' outer garments (not knitted or crocheted)	61.01		Duty-free	Duty-free
Morocco	Apricot pulp	ex 20.06	B.II.c) 1 aa)	9.5%	9.5%
Portugal	Wines – port, madeira and setubal muscatel	ex 22.05		§	
§ The rates of duty payable under the quotas are too complicated to set out here but are expected to be 40 per cent of the 'Full' protective rate for port, madeira and setubal muscatel in containers of 2 litres or less, and 50 per cent of the 'Full' rate for port, madeira and setubal muscatel in larger containers. (Any excise duty is also payable.)					
Tunisia	Apricot pulp	ex 20.06	B.II.c) 1 aa)	9.5%	9.5%
Turkey	Cotton yarn not for retail sale	55.05		Duty-free	Conditions applying after 30/6/77 not yet known
	Certain cotton fabrics	55.09			
	Certain carpets	ex 58.01	A	Duty-free	
	Hazelnuts	08.05			
	Not in shell		G.I	2%	2%
	In shell	ex	G.II	3.2%	3.2%

There is a possibility that, subject to agreements being concluded between the EEC and certain Mediterranean countries, other preferential tariff quotas for certain items may be opened during 1977. However, it is not at present known whether or when any such tariff quotas may be opened.

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Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million 18,209	10,399	1,807	1,976	£ million		
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,084	280	804
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	154	−702	856
1973	110	35,935	10,279	1,872	2,362	1,127	404	102	382	−736	−2,334	1,598
1974	110	35,612	10,087	2,024	2,251	604	666	81	−111	−3,347	−5,220	1,873
1975	108	35,374	9,967	1,737	1,964	−699	−392	−111	−23	−1,673	−3,204	1,531
1973 4th qtr	110	8,986	2,584	467	615	197	91	32	47	−395	−949	554
1974 1st qtr	106	8,853	2,594	510	591	−105	−21	18	−38	−822	−1,288	466
2nd qtr.	111	8,814	2,436	502	562	321	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,476	501	548	330	358	3	−39	−763	−1,242	479
4th qtr.	111	8,989	2,581	511	550	58	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,533	471	497	−126	18	−31	−38	−452	−852	400
2nd qtr.	108	8,851	2,460	444	495	−269	−105	−54	−66	−366	−681	315
3rd qtr.	107	8,776	2,528	416	496	−214	−234	−29	38	−561	−989	428
4th qtr.	108	8,758	2,446	406	476	−90	−70	4	43	−294	−682	388
1976 1st qtr.	109	8,866	2,448	402	460	22	31	23	12	−39	−473	434
2nd qtr.	108	8,789	2,375	411	475	−161	−130	−22	−55	−553	−1,040	487
3rd qtr.		8,860 pe								−734	−1,214	480
% change last 2 qtrs. on prev. 2 qtrs.	+1.3	+0.1	−3.0	−1.1	−3.8							
on a year earlier	−0.1	+0.1	−3.4	−11.1	−5.7							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis: at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102.8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	148.2ø	124.9	125.6
1974 3rd qtr.	108.4	109.9	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.8	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.4	105.9	111.3	108	122.0	20.3	220.9	176.0	163.6	737.8	3.1	..	128.9	125.4
2nd qtr.	100.1	100.4	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.4	99.5	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.3	100.0	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128.3	127.2
1976 1st qtr.	101.5	101.5	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.0
2nd qtr.	102.0	103.1	106.7	106	154.9	16.0	292.6	214.4	212.8	1,246.5	5.3	119.6	137.1	137.1
3rd qtr.	101.7	102.8	108.7	97	158.5	13.7	306.7 p	223.2 p	218.6 p	1,307.5	5.5	124.7	132.8	137.2
1975 Nov.	100.7	100.5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.8	111.8	123.4	128.0
Dec.	99.6	99.0	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.6	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	101.9	101.4	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	101.7	101.6	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr.	102.0	102.8	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	104.0	105.7	105.7	112	155.2	15.4	292.0	214.8	211.7	1,250.0	5.3	120.6	138.2	139.7
June	100.1	100.7	106.1	88	156.0	13.8	299.6	217.0	216.6	1,255.7	5.3	114.3	138.4	137.7
July	101.8	103.3	108.3	87	156.3	12.9	302.0	219.8	218.5	1,294.6	5.5	117.6	129.8	140.0
Aug.	100.8	101.9	108.9	115	158.5	13.8	304.0	223.4	218.6	1,309.4	5.6	127.5	132.1	131.4
Sept.	102.3	103.3	108.8	88	160.6	14.3	314.1 p	226.3 p	218.7 p	1,318.6	5.6	129.0	136.6	140.1
Oct.			107½ p	94 p	163.5	14.7	327.1 p	229.5 p		1,305.4	5.5	126.2 p	140.1 p	142.7 p
												8.		
% change latest 3 months on prev. 3 months	−0.4	−0.3	+1.6	+3.5	+3.2		+5.8	+4.2	+2.7	+3.5		+8.6	+½	−½
on a year earlier	+2.3	+3.3	+2.9	−2.0	+14.3		+28.3	+16.0	+17.9	+26.1		−0.8	+11	+10

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months

Inquiries: 01-215 3453

Index of retail prices for October

The index of retail prices for all items for 12 October 1976 was 163.5 (15 January 1974 = 100). This represents an increase of 1.8 per cent on September 1976 (160.6) and of 14.7 per cent on October 1975 (142.5).

The rise in the index in October was due to increases in the prices of most foods (particularly meat and bacon, bread, tea and potato products), household appliances, furniture and floor coverings, coal and coke, motor vehicles, men's and women's outer clothing, stationery, travel and sports goods and many other goods and services; and to increases in charges for the rent, repair and maintenance of dwellings and for meals bought and consumed outside the home.

The movements for the main groups of the index are shown in Table 2.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	• fifty-three week period

TABLE 1

	All items			All items except seasonal food		
	Index 15 Jan 1975 = 100	Percentage change over 1 month	Percentage change over 12 months	Index 15 Jan 1974 = 100	Percentage change over 1 month	Percentage change over 6 months
1976						
May	155.2	+1.1	+15.4	154.2	+1.3	+6.7
June	156.0	+0.5	+13.8	155.4	+0.8	+6.4
July	156.3	+0.2	+12.9	156.8	+0.9	+6.2
August	158.5	+1.4	+13.8	158.5	+1.1	+6.4
September	160.6	+1.3	+14.3	160.0	+0.9	+7.0
October	163.5	+1.8	+14.7	162.8	+1.8	+7.0

TABLE 2

	Indices (15 January 1974 = 100)		Percentage change over the month
	14 Sept 1976	12 Oct 1976	
All items	160.6	163.5	+1.8
All items excluding food	159.5	161.8	+1.4
Food	164.4	169.3	+3.0
Seasonal food	178.6	184.0	+3.0
Other food	161.9	166.8	+3.0
Alcoholic drink	164.1	164.5	+0.2
Tobacco	175.3	175.0	−0.2
Housing	145.4	147.5	+1.4
Fuel and light	187.3	191.3	+2.1
Durable household goods	143.8	150.0	+4.3
Clothing and footwear	142.4	144.5	+1.5
Transport and vehicles	170.6	171.7	+0.6
Miscellaneous goods	163.8	167.5	+2.3
Services	161.6	163.4	+1.1
Meals out	161.2	164.4	+2.0

Retail sales – provisional estimate for October

Volume

The *provisional* estimate of the seasonally adjusted index of the volume of retail sales in October is 107½ (1971 = 100).

The estimate suggests some drop in trade from the broadly unchanged levels in the months of the third quarter. The volume of trade in the three months August to October was 1½ per cent higher than in the previous three months. However, the average level of trade during the first 10 months of 1976 was slightly below the annual average for 1975.

Value

Based on non-seasonally adjusted data, the value of total retail sales in October was 16 per cent higher than in October 1975. In the first 10 months of 1976, the average value of sales was 14 per cent higher than in the corresponding period of 1975.

	Retail sales: volume seasonally adjusted index (1971 = 100)		Retail sales: value not seasonally adjusted – percentage change compared with a year earlier
1975	1st quarter	111.3	+22
	2nd quarter	108.9	+24
	3rd quarter	105.5	+18
	4th quarter	105.8	+15
1976	1st quarter	107.3	+15
	2nd quarter	106.7	+12
	3rd quarter	108.7	+15
1975	July	105.4	+19
	August	104.8	+16
	September	106.1	+18
	October	104.8	+15
1976	July	108.3	+14
	August	108.9	+17
	September	108.8	+15
	October	107½ (prov.)	+16 (prov.)

Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimate was published in *Trade and Industry*, 21 February 1974.

Estimates are based on early returns to the monthly inquiry. These returns now cover approaching one half, by turnover, of information available at the final stage. Past evidence suggests that the average error (ignoring sign) in the provisional estimates will be about 0.5 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figure.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The provisional figures are made available by press notice in advance of this article. The final figures for October will be issued in a press notice on Monday, 6 December 1976.

Inquiries: 01-215 3705.

'Economic Progress Report' for November

The Treasury has recently given evidence to the Expenditure Committee of the House of Commons on developments in both the control and presentation of public expenditure. The presentational changes affect comparisons of UK public expenditure with that of other countries. These developments are briefly described in the leading article in the November issue of Economic Progress Report.

Other articles include the Treasury's latest monthly economic assessment and a short note on the latest Department of Industry survey of investment intentions which indicated a more optimistic outlook for investment than for some considerable time. It describes how these surveys are conducted and explains how their results are used.

Retailers' stocks in September

Based on the non-seasonally adjusted data of table 1, the level of stocks at book value in September was 14 per cent higher than a year earlier; at constant prices it was 2 per cent higher.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (table 2) shows a comparatively large increase in stock levels in September following months during which stocks were generally declining.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,886 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, 1974, the usual comparisons with a year earlier for the book value series have not been given. From April, 1974, the basis of valuation is comparable with that of a year earlier and the percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.

5 Long-run series back to 1966 for both table 1 and table 2 were included in the article in the issue of 17 September 1976.

Inquiries: 01-215 3320.

TABLE 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier* — At cost at end of month

	January	February	March	April	May	June	July	August	September	October	November	December
At book values:												
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	99	101	102	102	105	102	102	104	113	119	106
1973	103	107	112	112	112	117	116	118	123	134	143	132
1974	128	129	135	139	144	145	144	143	149	161	171	154
1975	148	151	158	154	159	161	160	160	170	187	201	181
1976	172	174	184	185	184	184	180	181	193			
1972	8	8	8	7	8	8	7	8	7	7	8	6
1973	8	8	10	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	21	21	20	19	17
1975	15	17	17	11	11	11	11	12	15	16	18	18
1976	16	15	17	20	16	14	13	13	14			
At constant (1970) prices:												
1971	94	96	98	98	97	99	96	96	98	106	111	100
1972	95	97	100	100	100	102	99	99	101	108	114	101
1973	98	101	105	110	114	117	115	115	119	127	135	123
1974	118	117	120	121	122	121	119	117	119	126	132	117
1975	110	109	113	108	109	110	107	106	112	122	129	115
1976	108	109	114	113	112	112	108	108	113			
1972	1	2	2	2	3	4	3	4	2	2	3	1
1973	3	4	5	10	13	15	16	16	18	18	19	22
1974	21	16	14	9	8	3	3	1	−1	−1	−2	−5
1975	−7	−6	−6	−11	−11	−10	−10	−9	−6	−4	−2	−1
1976	−1	−1	1	5	2	2	1	1	2			

TABLE 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	January	February	March	April	May	June	July	August	September	October	November	December
1971	−11	3	−8	2	−12	17	−7	16	5	24	−14	7
1972	−7	9	−1	13	6	21	−16	25	−22	9	−6	−16
1973	34	25	23	106	57	42	15	21	12	3	11	33
1974	12	−50	—	33	25	−39	10	−24	−25	−4	−19	−30
1975	−19	−30	11	−76	20	−10	5	−6	39	41	15	−13
1976	−24	−10	46	−5	−25	−25	−14	5	31			

See note 2.

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Turnover of the catering trades in September

Catering turnover in September, at current prices and after seasonal adjustment, was lower than the high levels of the previous three months.

The total turnover of the catering trades, at current prices and after seasonal adjustment, in the third quarter of 1976 was about 3 per cent higher than in the second quarter.

Recent percentage increases compared with corresponding periods a year earlier (at current prices but *not* seasonally adjusted) for the main kinds of business are:

		All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1975	4th quarter	17	16	13	20	14
1976	1st quarter	13	16	9	14	17
	2nd quarter	17	20 r	11	18	14
	3rd quarter	14	19	13	13	14
1976	April	21	22	18	24	11
	May	12	17	7	12	17
	June	17	20	10	18 r	13 r
	July	14	20	12	13	13
	August	11	15	11	10	13
	September	16	20	14	15	16

(r = revised figure).

Notes: 1. The Easter Bank holiday fell entirely within the April trading period this year, whereas in 1975 it was in March.

2. The Spring Bank holiday fell between the May and June periods this year whereas in 1975 it was entirely in May.

3. The Summer Bank holiday fell between the August and September periods this year, whereas in 1975 it was entirely in August.

Turnover for all caterers in the third quarter of 1976 was 14 per cent more than in the same period a year earlier; this rise comprised increases of 19 per cent in licensed hotels and holday camps, 13 per cent in restaurants, cafes and fish and chip shops, 13 per cent in public houses and 14 per cent in canteens.

Inquiries: 01-215 3177.

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week† 1969 = 100

		Value at current prices (turnover in 1969 – £2,533 million)
1969		100
1970		108
1971		118
1972		131
1973		148
1974		170
1975		201
1974	1st quarter	159
	2nd quarter	166
	3rd quarter	173
	4th quarter	180
1975	1st quarter	187
	2nd quarter	198
	3rd quarter	208
	4th quarter	210
1976	1st quarter	215
	2nd quarter	229
	3rd quarter	236
1975	January*	186
	February	188
	March*	188
	April	191
	May	195
	June*	207
	July	210
	August	213
	September*	202
	October	208
	November	208
	December*	214
1976	January	214
	February	214
	March*	218
	April	224
	May	225
	June*	236 r
	July	239
	August	237
	September*	232
1976	April-June	229
1976	July-September	236
Percentage increase		3

(r = revised).

† The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1976 period was the five weeks from 29 August 1976 to 2 October 1976; the September 1975 period was the five weeks from 31 August 1975 to 4 October 1975.

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Regional selective assistance

The table below shows offers of £10,000 or more made since 31 July 1974 under Section 7 of the Industry Act 1972 against which a first payment to the company concerned was made in the period 1 April to 30 June 1976. Offers of interest relief grant with a loan equivalent of £10,000 or more are also shown.

Region and company	Type of assistance (see notes at foot of table)	Amount of assistance committed (£)	Reason (see notes at foot of table)
SCOTLAND			
Abelson Plant Ltd	IRG	19,175	A
Bradley Laminates	IRG-RG	25,510	A
Clough Mill Ltd	IRG	49,000	A
Donald McCulloch Ltd	IRG	7,500	A
Dunlop Ltd	IRG	29,375	A
Mapline Engineering Co Ltd	RG	23,000	A
Murray Allan of Innerleithen Ltd	IRG	9,047	A
Murray Pipeworks Ltd	IRG	7,000	A
Ocean Systems (UK) Ltd	IRG	25,000	A
Scottish County Press Ltd	IRG	9,400	A
A. Smith and Sons Ltd	IRG	80,500	A
Strathcord Ltd	IRG	23,500	A
The Rawlplug Co Ltd	RG x 2	12,000	A
The Scottish Milk Marketing Board	IRG	12,750	A
Thermal Transfer (Scotland) Ltd.	IRG	4,800	A
Tokheim Group (UK Division)	IRG	47,000	A
Tullis Russell and Co Ltd	IRG	310,800	A
Tulloch Precision Tool and Engineering Ltd	IRG	7,200	A
W. M. Watson (Dundee)Ltd	IRG	5,875	A
		708,432	
WALES			
Europa Fur Manufacturing Ltd	L	100,000	A
Extrusion Facilities Ltd	L	50,000	B
Fane Films Ltd (Ethylene Products Ltd)	L	100,000	A
Gwent Packaging Ltd	L	35,000	A
Jones (Rhosmaen) Ltd	IRG	2,800	A
Laura Ashley Ltd	IRG	18,000	A
MFD Capacitors	L	40,000	A
Penrad Group Ltd	E	100,000	B
Redifon Telecommunications Ltd	IRG	108,000	A
W. Ribbon Ltd	IRG	24,000	A
Siebe Gorman and Co Ltd	IRG-RG	399,000	A
Tara Plastics Products Ltd	L	20,000	B
The Crown Cork Co Ltd	RG	29,000	A
		1,035,800	
YORKSHIRE/HUMBERSIDE			
AJB Pressings and Fabrications Ltd	IRG	2,332	A
Angus Fire Armour	IRG	29,040	A
E. J. Arnold and Son Ltd	IRG	16,700	A
Barrow Hepburn Group Ltd	L	1,940,000	B
Blundell-Permoglaze Ltd	RG x 2	13,044	A
BP Fabrications Ltd	IRG	11,195	A
Callard and Bowser Nuttall Ltd	IRG-RG	5,923	A
Carlton Cross Furnishing Ltd	IRG	2,840	A
Cochrane Shipbuilders Ltd	L	400,000	A
Cranswick Mill Ltd	IRG	6,720	A
Dalepak Foods Ltd	IRG	8,227	A
Eated Ltd	IRG	23,100	A
Ellison Circlips Ltd	IRG	5,944	A
S. W. Farmer and Son (Leeds) Ltd	IRG	11,760	A
Fletcher Sutcliffe Wild Ltd	IRG	24,228	A
K. W. Haywood and Sons Ltd	IRG	5,224	A
Ireland Alloys Ltd	IRG	12,782	A
Kumficar Products Ltd	IRG	1,364	A
Charles Lane and Sons Ltd	IRG	4,404	A
Modern Methods and Materials Ltd	IRG	72,471	A
M. and J. Polymers Ltd.	IRG	4,060	A
Rusholmes Printers Ltd	IRG	2,948	A
Ryburn Foam Ltd	IRG	11,854	A
Surflex Roller Co Ltd	IRG	5,036	A
The International Construction Co	RG x 3	27,025	A
Towler Hydraulics Ltd	L	580,000	A
Vickers Ltd (Howson Algraphy)	IRG	156,600	A
		3,384,821	
NORTH WEST			
Airlite (Plastics) Ltd	IRG	3,125	A
Arden Dies Ltd	IRG	4,950	A
P. and H. Bailey Ltd	IRG	9,600	A
Barontex Ltd	IRG	3,000	A
Bootham Engineers Ltd	IRG	4,080	A
Berry Magicoal Ltd	RG x 3	110,000	A
British Oxygen Co Ltd	IRG	270,000	A
British Vita Co Ltd	IRG-RG	33,687	A
Butlers (Manchester) Ltd	IRG	1,500	A
Caligen Foam Ltd	IRG	5,280	A
Clayton Commercial Ltd	IRG	6,650	A
Country Produce Ltd	IRG	18,000	A
Courtaulds Ltd (Worlsey)	IRG	2,940	A
Courtaulds Ltd (Droylsden)	IRG	71,400	A
Croda Gelatin Ltd	IRG	70,000	A
Cupal Ltd	IRG	3,600	A
Delta Neu Ltd	IRG-RGx3	35,297	A
David Freeman and Partners Ltd	IRG	23,500	A
M. H. Detrick Co Ltd	IRG	9,988	A
Dilworth and Morris Ltd	IRG	5,460	A
Glenville Ltd (Cadbury Schweppes Foods Ltd)	RG	27,990	A
Horne and Overseas International Oil Co Ltd	IRG-RG	2,572	A
Nacan Co Ltd	IRG	66,000	A
W. M. Pendleton and Sons Ltd	IRG	7,200	A
Pendletons (Sweets) Ltd	IRG	14,000	A
Rankin (Flexographic) Enterprises Ltd	IRG	2,520	A
Renmar Engineering Co Ltd	IRG	7,920	A
Rubber Hose Ltd	RG x 2	24,100	A
Siemens Ltd	RG	62,250	A
Snowdex Ltd	RG	46,421	A
Storage Network Ltd	IRG	18,500	A
The Girl Guides Association	IRG-RG x 2	71,400	A
The Strand Tool Co Ltd.	L	13,500	A
TSL Chains Ltd	IRG	8,160	A
Winsford Bacon Co Ltd	IRG	7,560	A
		1,154,650	
NORTHERN			
Albright and Wilson Ltd	IRG	42,600	A
Allen-Bradley Electronics Ltd	IRG	17,100	A
Bestobell Aviation Products Ltd	IRG-RG	13,465	A
Bolton Bros (Surgical Shoemakers) Ltd	IRG	3,552	A
Brentford Nylons Ltd (Cork Gully and Co)	L-GR	300,000	B
Coles Cranes Ltd	IRG	6,600	A
Filmco International Incorporated	IRG	12,000	A
ICI (Fibres Div.) Ltd (Camtex Fibres Ltd).	IRG-RG	82,920	A
ICI (Fibres Div.) Ltd	IRG	42,600	A
Ingersoll Rand Co Ltd	IRG	40,000	A
Penetone Co Ltd	IRG-RG	19,280	A
R. W. and T. E. Kidd Ltd	IRG	10,000	A
W. Richards and Sons Ltd	IRG	10,460	A
Thermax Ltd	IRG	39,600	A
Workplant Ltd	IRG	1,500	A
		641,677	
EAST AND WEST MIDLANDS			
Ashton Containers Ltd	IRG	15,900	A
Colborn Group Ltd	IRG	6,700	A
Dust Control Equipment Ltd	IRG-RG	9,400	A
Mandoval Ltd	IRG-RG	19,080	A
Martin Emprex Ltd	IRG	10,296	A
Ringwood Chemicals Ltd	IRG	37,800	A
Sheepbridge Equipment Ltd	IRG-RG	16,130	A
Staveley Chemicals Ltd	IRG	6,720	A
		122,026	
SOUTH WEST			
Fairey Winches Ltd	IRG	71,300	A
J. F. Pool Ltd	IRG	88,110	A
		159,410	
Total amount of assistance committed		7,206,816	
Total amount paid in regional selective assistance during period		20,856,000	

Notes:
A = New jobs being created
B = Preservation of employment
E = Equity
G = Grant for general purposes
IRG = Interest relief grant
L = Loan
RG = Removal Grants

Selective financial assistance under section 8 of the Industry Act 1972

The table below shows offers of £5,000 or more made under the Clothing Industry Scheme against which a first payment to the company concerned was made up to 30 September 1976.

Company	Amount of assistance committed	Type of assistance
C. Barker and Co Ltd	13,950	Grant
Dhobi Weatherlux Ltd	19,096	Grant
Robert Hirst and Co Ltd	28,140	Grant
Quelrayn Ltd	26,542	Grant
Northgate Group Ltd	79,758	Grant plus Interest Relief Grant

Manufacturing industry's capital expenditure by regions

This article extends to the first quarter of 1976 the regional series of manufacturers' capital expenditure, first published on 27 February. The background to the figures, their coverage and weaknesses, were explained on that occasion and still apply. In addition the article published in *Trade and Industry* on 13 August noted the differences between the 1974 Annual Census of Production regional analysis and the quarterly series.

The regional breakdown for 1974 and 1975 has been recalculated following the revisions to the estimates of total UK capital expenditure in these years (see *Trade and Industry* 3 September, page 636). For 1974 this has had only a marginal effect upon the regional distribution of investment, both in total and by asset. For 1975 the distribution has changed slightly more, with small reductions in the shares of the North and North-West regions and corresponding small increases in the shares of Yorkshire and Humberside and 'England Rest'. The shares of Scotland, Wales and Northern Ireland in the year as a whole are not affected.

Results for the first quarter of 1976 generally reinforce the pattern established in earlier quarters. Significant increases in the shares of the North of England and Scotland continue the upward trend apparent in these regions. In the first quarter of 1976 these increases were associated with a greater concentration in these regions of those industries with a marked increase in investment in the quarter. Compared with the previous quarter, although not necessarily with the with the first quarter of 1975, there were also small increases in the shares of all other regions except the Rest of England, whose share was sharply reduced.

The quarterly series of manufacturers' investment by region is to be discontinued after the second quarter of 1976. The final results will be published in *Trade and Industry* in February 1977. The decision to stop the inquiry is a result of central government economies, but it was also influenced by the fact that the Business Statistics Office is speeding up the processing and publication of its regional analyses of the Annual Census of Production. It is expected, for example, to publish provisional regional results of the 1975 Census in *Trade and Industry* in March 1977.

TABLE 1 Quarterly expenditure by all manufacturing industry

At current prices not seasonally adjusted

Period	% of UK total								Total UK* £ million
	England								
	North	North West	Yorkshire and Humberside	Rest	Total	Scotland	Wales	Northern Ireland	
1974 Year	10.4	14.2	11.2	46.6	82.4	9.3	6.1	2.2	3,145
1975 Year	13.0	12.4	12.8	41.8	80.0	10.5	7.8	1.7	3,449
1974 1st quarter	9.0	13.9	10.8	48.0	81.7	9.0	6.6	2.7	711
2nd quarter	10.7	14.9	10.5	47.1	83.2	9.4	5.1	2.3	705
3rd quarter	10.0	14.0	11.5	48.3	83.8	8.4	5.9	1.9	795
4th quarter	11.7	13.9	11.9	43.7	81.2	10.1	6.6	2.0	934
1975 1st quarter	12.2	13.8	12.1	41.7	79.8	9.6	8.8	1.8	842
2nd quarter	12.3	12.7	12.8	42.3	80.1	11.6	6.5	1.7	815
3rd quarter	13.6	12.0	13.6	41.6	80.8	10.2	7.6	1.5	851
4th quarter	13.8	11.4	12.6	41.5	79.3	10.7	8.2	1.8	940
1976 1st quarter	16.4	11.7	12.9	36.1	77.1	12.4	8.7	1.9	923

* Corresponds with figures for manufacturing industry in Table 4 of regular article on capital expenditure in *Trade and Industry*.

TABLE 2 Analysis for years 1974-75 by asset

At current prices

		England								
		North	North West	Yorkshire and Humberside	Rest	Total	Scotland	Wales	Northern Ireland	Total UK
1974 New building	£m	62	79	68	307	516	75	35	23	649
	(% UK)	(10)	(12)	(10)	(47)	(79)	(12)	(5)	(4)	(100)
Plant, machinery and vehicles	£m	266	366	284	1,158	2,074	218	157	47	2,496
	(% UK)	(11)	(15)	(11)	(46)	(83)	(9)	(6)	(2)	(100)
Total	£m	328	445	353	1,465	2,591	293	192	69	3,145
	(% UK)	(10)	(14)	(11)	(47)	(82)	(9)	(6)	(2)	(100)
1975 New building	£m	70	74	74	294	512	89	49	21	671
	(% UK)	(11)	(11)	(11)	(44)	(77)	(13)	(7)	(3)	(100)
Plant, machinery and vehicles	£m	379	354	367	1,146	2,246	274	220	38	2,778
	(% UK)	(14)	(13)	(13)	(41)	(81)	(10)	(8)	(1)	(100)
Total	£m	449	429	440	1,440	2,758	363	269	59	3,449
	(% UK)	(13)	(12)	(13)	(42)	(80)	(11)	(8)	(2)	(100)

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Engineering sales and orders (SIC VII, VIII and IX) up to August

Some decline in both home and export sales in recent months up to August is shown by the provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders following a partial recovery in sales earlier this year. A sustained recovery in sales (ie manufacturers' deliveries) cannot be expected until order books show clear signs of recovery from their present low levels. There are indications however, that some export order books are beginning to lengthen again.

The improvement in the inflow of new home orders in the first half of this year has not been sustained in recent months but new orders from abroad have continued to increase strongly, noticeably amongst electrical engineering goods. There inflow was sufficient to bring about an increase in export orders-on-hand for engineering industries as a whole but the continued decline of home orders-on-hand has meant that total order books have shortened slightly.

The trend in the volume of sales to the home market, which by June had recovered a little from the trough at the beginning of the year, eased back again in recent months and was 1 per cent lower in August than in May. New home orders fell by the same amount, and despite some improvement since the last quarter of 1975 they are still below the level of sales. Home order books have consequently continued to shorten, with a 4 per cent decrease in the three months to August.

Export sales were lower by 2½ per cent in August compared with the level in May, as measured by trend estimates. The inflow of net new orders from abroad has improved markedly in recent months, with electrical engineering the most prominent contributor to the increase of 15½ per cent during the three months to August. This inflow reversed the decline in the volume of export orders-on-hand; seasonally adjusted figures show that the level of these order books at the end of August to be 4½ per cent higher than at the end of May, with trend estimates showing a smaller upturn.

Reflecting the decline in home and export sales, the trend in total sales fell by 1½ per cent between May and August, and the level in the latest months was not much higher than the low point reached at the turn of the year. The large inflow of new export orders more than offset the decline in new home orders, and the trend of total net new orders increased by 4½ per cent in the three months to August. Despite this improvement the total volume of sales has continued somewhat above the inflow of total orders, and the total of order-books for the engineering industries as a whole has shortened by a further 2½ per cent over the same period.

The revised figures published in this table are based on the Monthly Engineering Enquiry relating to August 1976. The response rate of 85 per cent to the inquiry for August is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for May, June, and July response rates for these months were 90, 90, and 86 per cent respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions and magnitudes of any biasses, which may lead to revisions in due course.

An expanded commentary, together with additional tables, is given in Business Monitor PM 33-36, Engineering (volume indices of sales and orders), obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £2.22 per annum. Separate commentaries and volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for mechanical, instrument and electrical engineering (SIC Orders VII, VIII and IX respectively).

Inquiries: Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (tel. 01-212 5770).

Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

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Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr. E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

Index numbers for the combined engineering industries (SIC orders VII, VIII and IX) (a)

Volume index numbers: Orders-on-hand. December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend estimates									
1974 July	137	110	113	132	108	112	147	114	116
August	136	107	113	131	106	112	146	108	117
September	134	103	113	129	103	112	144	104	117
October	133	100	113	128	99	111	142	101	118
November	130	96	113	125	95	111	140	99	118
December	128	93	113	123	92	111	137	96	118
1975 January	125	92	113	120	91	110	135	95	118
February	122	91	112	117	90	110	132	94	117
March	119	92	111	114	90	109	129	95	117
April	117	92	110	112	90	107	127	97	116
May	115	92	109	109	89	106	125	100	116
June	112	92	108	107	88	104	123	102	115
July	110	91	107	105	86	104	122	103	115
August	108	90	106	102	85	103	120	101	114
September	106	88	105	99	84	102	118	98	113
October	103	86	104	96	83	101	116	96	112
November	101	86	103	94	83	100	114	94	112
December	99	87	103	92	84	99	112	94	112
1976 January	96	88	103	90	85	98	110	94	114
February	95	90	103	89	88	98	107	95	115
March	93	92	104	87	90	99	105	99	117
April	92	95	105	86	91	100	104	105	118
May	91	97	105	85	91	100	103	112	118
June	90	99	105	83	91	100	103	118	118
July	89	100	104	82	90	99	103	125	117
August	89	101	104	81	90	99	104	129	115
Percentage change (b)									
May-August 1976	−2.5	+4.5	−1.5	−4.0	−1.0	−1.0	+0.5	+15.5	−2.5
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	133	134	113	134	136	117	131	131	102
1974	128	109	111	123	105	111	139	118	113
1975	99	90	108	91	87	105	113	98	115
1974 1st quarter	136	117	108	133	109	110	142	135	105
2nd quarter	138	117	112	133	112	111	148	128	113
3rd quarter	134	106	114	130	106	112	144	105	117
4th quarter	128	97	112	123	94	110	139	104	117
1975 1st quarter	119	89	112	114	89	110	128	89	118
2nd quarter	113	95	109	108	92	106	124	102	115
3rd quarter	106	90	107	100	86	103	118	101	114
4th quarter	99	85	103	91	80	100	113	98	112
1976 1st quarter	94	91	103	88	89	98	106	95	115
2nd quarter	89	95	106	84	91	101	101	105	118
1975 January	124	86	114	119	85	112	135	88	119
February	122	97	113	117	98	111	132	95	118
March	119	85	110	114	85	108	128	85	117
April	116	94	112	111	94	111	126	95	115
May	115	100	107	110	94	104	126	114	115
June	113	90	106	108	86	103	124	98	115
July	109	84	109	104	77	105	121	99	120
August	108	93	102	102	84	99	121	115	110
September	106	94	109	100	96	107	118	88	113
October	103	84	107	96	79	104	116	96	112
November	101	85	103	94	83	98	113	89	114
December	99	87	100	91	77	96	113	110	110
1976 January	96	80	102	89	82	97	109	76	113
February	95	95	101	89	94	96	107	99	113
March	94	97	106	88	92	100	106	110	120
April	92	93	108	86	91	103	103	97	119
May	90	93	107	84	89	102	101	103	119
June	89	99	103	84	92	98	101	116	116
July	89	103	103	82	84	97	105	149	119
August	89	102	103	81	95	100	106	119	110
March-May 76 (av.)	90	94	107	84	91	102	101	103	119
June-August 76 (av.)	89	101	103	81	90	98	106	128	115
Percentage change (b)	−1.0	+7.5	−3.5	−4.0	−0.5	−3.5	+4.5	+24.0	−3.5

(a) All figures are provisional.

(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

Current account of the United Kingdom balance of payments for October

In October 1976 the current account is estimated to have been in deficit by £200 million. The deficit on trade in goods was £360 million, seasonally adjusted, and the balance on services and other current transactions is estimated to have been running at a monthly surplus of about £160 million.

In the three months August to October there was a current account deficit of £558 million compared with £777 million in the previous three months.

£ million seasonally adjusted

	Current balance	Visible balance: Trade in goods	Invisible balance: Services and other current transactions
1974	−3,347	−5,220	+1,873
1975	−1,673	−3,204	+1,531
1975 1st quarter	−452	−852	+400
2nd quarter	−366	−681	+315
3rd quarter	−561	−989	+428
4th quarter	−294	−682	+388
1976 1st quarter	−39	−473	+434
2nd quarter	−553	−1,040	+487
3rd quarter	−734	−1,214	+480 (a)
1976 May	−211	−374	+163 (b)
June	−189	−351	+162 (b)
July	−376	−536	+160 (a)
August	−142	−302	+160 (a)
September	−216	−376	+160 (a)
October	−200	−360	+160 (a)
May—July	−777	−1,262	+485
August—October	−558	−1,038	+480

(a) These figures are projections and are subject to revision as information becomes available.
(b) One-third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

Visible trade

Summary: (Figures on a balance of payments basis (see tables 1 and 3)

In October, there was a deficit of £360 million, seasonally adjusted; the value of exports was £2,222 million and the value of imports £2,582 million. The deficit was £16 million less than in September, the result of a rise of £90 million in the value of exports and £74 million in imports. The import unit value index rose by 3½ per cent and the export unit value index by 2 per cent; the terms of trade index therefore fell by 1½ per cent. In terms of volume exports rose by 2½ per cent and imports by 2 per cent.

In the three months ended October, the visible trade deficit was £1,038 million compared with £1,262 million in the previous three months. Exports were valued at £6,386 million, a rise of 6 per cent compared with the previous three months, while imports, at £7,424 million, increased by 2 per cent. By volume, exports increased by ½ per cent while imports fell by ½ per cent. The terms of trade index rose slightly between the three monthly periods, the export unit value index rising by 5½ per cent compared with 5 per cent for the import unit value index.

Exports (Overseas Trade Statistics basis)

Area analysis (see table 4). The value of exports to the developed countries in aggregate was 6 per cent higher in the three months ended October than in the preceding three months. This increase was fairly evenly spread among the area groups. Shipments to the EEC and the rest of Western Europe rose by 6 per cent and 6½ per cent respectively over this period, while the value of goods despatched to North America increased by 5 per cent. Deliveries to the other developed countries (Australia, New Zealand, South Africa and Japan) were 6 per cent higher. Exports to the developing countries as a whole rose by 7½ per cent, with the value of shipments to the oil exporting countries 9½ per cent higher. Exports to the centrally planned economies increased by 2½ per cent.

Commodity analysis (see tables 5, 6 and 7). In the three months ended October exports of manufactured goods were 5 per cent higher in value than in the previous three months, almost entirely the result of higher prices. Within this broad category, shipments of chemicals and textiles each increased by 8½ per cent in value, with the volume of deliveries 3½ per cent and 4½ per cent higher respectively. The volume of shipments of all other commodity groups within manufactures fell over this period. The volumes of machinery and of road motor vehicles and other transport equipment exported were ½ per cent and 1½ per cent lower respectively, although this was more than offset by increased export prices so that the value of deliveries of each commodity group increased. Exports of metals rose by 3½ per cent in value but fell by 3 per cent in volume in the latest three months, while the volume of other manufactured goods despatched fell by 2 per cent. The value of exports of non-manufactures increased by 14 per cent over this period, with increased volumes and prices contributing. The values of shipments of food, beverages and tobacco and of basic materials each rose by 13 per cent while for fuels the rise was 17 per cent. Nearly three-fifths of the increase in fuel exports was due to a higher value of crude oil shipments.

Imports (Overseas Trade Statistics basis)

Commodity analysis (see tables 8, 10 and 11). The value of imports of food, beverages and tobacco rose by 5½ per cent between the three months ended October and the previous three months with increased prices and volumes contributing equally to the rise. Between the same periods, the value of fuel imports fell by 1 per cent with a 6½ per cent fall in volume outweighing higher prices. Imports of industrial materials in total increased by 9½ per cent in value terms, the result

TABLE 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million

	Exports (fob)	Imports (fob)	Visible balance
1974	15,899	21,119	−5,220
1975	18,768	21,972	−3,204
1974 1st quarter	3,481	4,769	−1,288
2nd quarter	4,008	5,363	−1,355
3rd quarter	4,223	5,465	−1,242
4th quarter	4,187	5,522	1,335
1975 1st quarter	4,531	5,383	−852
2nd quarter	4,479	5,160	−681
3rd quarter	4,632	5,621	−989
4th quarter	5,126	5,808	−682
1976 1st quarter	5,420	5,893	−473
2nd quarter	5,992	7,032	−1,040
3rd quarter r	6,112	7,326	−1,214
1976 May	2,009	2,383	−374
June	2,061	2,412	−351
July r	1,948	2,484	−536
August r	2,032	2,334	−302
September r	2,132	2,508	−376
October p	2,222	2,582	−360
May—July	6,018	7,280	−1,262
August—October	6,386	7,424	−1,038
Percentage change	+6	+2	

p Provisional estimates. r Revised estimates

TABLE 2 Invisible trade ¶

Seasonally adjusted values — £ million

	Credits	Debits	Invisible balance
1974	10,153	8,280	+1,873
1975	11,038	9,507	+1,531
1974 1st quarter	2,467	2,001	+466
2nd quarter	2,528	2,031	+497
3rd quarter	2,522	2,043	+479
4th quarter	2,636	2,205	+431
1975 1st quarter	2,659	2,259	+400
2nd quarter	2,701	2,386	+315
3rd quarter	2,789	2,361	+428
4th quarter	2,889	2,501	+388
1976 1st quarter	3,031	2,597	+434
2nd quarter	3,245	2,758	+487
July			+160*
August			+160*
September			+160*
October			+160*

¶ See note 7.
* These figures are projections and are subject to revision as information becomes available.

TABLE 3 Export and import unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

	Unit values (not seasonally adjusted)			Volume (seasonally adjusted)	
	Exports	Imports	Terms of trade†	Exports	Imports
1974	162.7	218.0	74.6	130.1	135.2
1975	198.5	245.7	80.8	124.9	125.6
1974 1st quarter	147.2	194.9	75.5	126.7	133.9
2nd quarter	159.9	218.7	73.1	134.0	137.5
3rd quarter	168.1	224.5	74.9	133.4	136.4
4th quarter	175.8	231.7	75.9	126.5	133.0
1975 1st quarter	184.9	240.5	76.9	128.9	125.4
2nd quarter	193.4	241.1	80.2	122.6	122.2
3rd quarter	202.2	247.1	81.8	120.0	127.4
4th quarter	210.1	260.4	80.7	128.3	127.2
1976 1st quarter	219.0	270.0	81.1	131.6	124.0
2nd quarter	234.2	293.6	79.8	137.1	137.1
3rd quarter r	247.4	308.2	80.3	132.8	137.2
1976 May	233.9	294.2	79.5	138.2	139.7
June	240.4	301.1	79.8	138.4	137.7
July	242.6	305.2	79.5	129.8	140.0
August	247.9	306.7	80.8	132.1	131.4
September r	251.7	312.6	80.5	136.6	140.1
October p	256.4	324.1	79.1	140.1	142.7
May—July	239.0	300.2	79.6	135.5	139.1
Aug—Oct	252.0	314.5	80.1	136.3	138.1
Percentage change	+5½	+5	+½	+½	−½

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates.
r Revised estimates.

of higher prices and volumes. Within the group, the 8 per cent rise in the value of basic materials and the 6½ per cent increase in chemicals mainly reflected higher prices while the 11 per cent rise in the value of other semi-manufactures was the result of both increased volumes and prices. Imports of finished manufactures as a group rose by 2½ per cent in value terms. Among the major components of this group, machinery imports fell by 8½ per cent in value, explained by lower volumes in the absence of further imports of North Sea oil production installations in the latest three monthly period. Excluding these items, other machinery imports would have risen by 11 per cent in value. Imports of road motor vehicles were 22 per cent higher in value terms and other transport equipment increased by 10 per cent. For the two groups combined, volume increased by 13 per cent. Imports of other finished manufactures rose 7½ per cent in value with higher prices being the major factor.

Area analysis (see table 9). Imports from the developed countries in aggregate were 5 per cent higher in the three months ended October than in the previous three months. Deliveries from the other developed countries rose by 19 per cent, while those from North America and the EEC were 12 per cent and 3½ per cent higher respectively. In contrast imports from the rest of Western Europe fell by 4 per cent, reflecting the impact of the deliveries of North Sea oil production installations in the previous three months. Imports from the developing countries increased by 2 per cent, with a 4 per cent rise in shipments from the oil exporting countries, while those from the other developing countries remained unchanged. Imports from the centrally planned economies rose by 1 per cent.

Invisible trade (see table 2)
The latest estimate of invisibles relates to the second quarter of 1976 when credits on services and other current transactions were £3,245 million and debits £2,758 million, giving a surplus of £487 million for the quarter. The monthly surplus is projected to be running currently at the rate of £160 million.

Notes

1 Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in table 13 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special Exim Bank credit (the values involved are now small). All these adjustments are described in greater detail in the annual *'Pink Book' United Kingdom Balance of Payments 1964–74* (table 4 and pp. 64–67) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

TABLE 4 Exports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	Centrally planned economies
1975	19,929	6,419	3,372	2,332	1,879	2,278	2,923	666
1975 4th quarter	5,464	1,851	915	632	472	614	759	167
1976 1st quarter	5,775	1,969	916	695	508	704	842	175
2nd quarter	6,337	2,251	1,062	784	468	757	807	189
3rd quarter r	6,467	2,331	1,058	795	495	782	821	182
1976 August r	2,150	747	362	269	166	265	290	60
September r	2,262	848	375	269	167	273	276	64
October p	2,361	823	381	285	163	300	278	67
May–July	6,353	2,285	1,048	785	467	767	798	186
Aug–Oct	6,773	2,417	1,118	823	496	838	844	191
Percentage change	+6½	+6	+6½	+5	+6	+9½	+6	+2½

¶ See Note 2. r Revised estimates. p Provisional estimates.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

2 The adjustments described at Note 1 are made only for the monthly total of exports and imports (table 1) and the monthly figures of trade in petroleum and petroleum products (table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in tables 4 to 11 are available only on the Overseas Trade Statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

3 Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1 above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

4 Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

5 Recording of exports. The present system for the documentation of exports aimed at securing their full recording was introduced in October 1971; the system, and the methods used to monitor the accuracy of the resulting figures, were described in an article in *Trade and Industry*, 15 February 1973.

Regular assessments of the quality of recording showed that, during 1974, adjustments increasing the export figures by between £6 million and £8 million a month were necessary. Continued monitoring has shown that since then there has been no need to make adjustments for either a shortfall in documentation or a change in the speed of submission of documents.

TABLE 5 Exports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment*	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1975	19,929	1,428	561	814	16,464	8,236	5,784	1,737	715	2,179	1,839	698	3,512	662
1975 4th quarter	5,464	396	156	219	4,518	2,208	1,564	456	210	579	451	190	1,045	179
1976 1st quarter	5,775	404	164	243	4,763	2,376	1,679	512	190	683	484	204	1,048	194
2nd quarter	6,337	398	186	281	5,287	2,525	1,741	561	203	738	582	223	1,268	168
3rd quarter r	6,467	412	196	331	5,382	2,521	1,750	562	200	782	643	239	1,179	176
1976 August r	2,150	141	64	104	1,781	856	596	185	68	259	221	79	369	56
September r	2,262	148	70	114	1,890	868	601	200	60	272	215	84	436	67
October p	2,361	149	78	128	1,906	879	604	186	89	280	194	83	473	73
May–July	6,353	387	188	297	5,302	2,510	1,739	544	221	747	608	227	1,241	163
Aug–Oct	6,773	439	213	347	5,578	2,603	1,801	571	217	811	630	246	1,277	195
Percentage change	+6½	+13	+13	+17	+5	+3½	+3½	+5	−2	+8½	+3½	+8½	+3	+20

* Not seasonally adjusted. ¶ See note 2. r Revised estimates. p Provisional estimates.

TABLE 6 Exports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1,000	64	34	26	844	410	276	134	97	119	49	169
1975	129.8	155	107	93	130	133	136	128	142	102	105	145
1975 4th quarter	133.7	170	118	90	133	131	134	130	145	93	113	160
1976 1st quarter	137.2	166	119	93	137	136	139	130	168	101	117	159
2nd quarter	141.9	150	122	103	143	135	135	132	169	114	123	180
3rd quarter	137.6	152	118	114	139	130	132	124	172	118	125	160
1976 August	136.8	155	117	108	138	131	134	121	171	123	124	149
September	141.9	162	125	112	145	132	134	127	175	115	132	174
October p	145.7	160	129	123	144	133	132	134	180	102	124	183
May–July	139.9	145	119	107	141	133	134	129	170	117	121	173
August–October	141.5	159	124	114	142	132	133	127	176	114	127	169
Percentage change	+1	+9½	+4	+7	+½	−½	−½	−1½	+3½	−3	+4½	−2

p Provisional estimates.

6 Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain Customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

7 Invisible trade (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel, and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons: the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

8 Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (table 12) accounts for almost all the trade in Fuels, Section 3 of SITC(R) which is included in tables 5 and 8. Import and export figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc.).

The figures of value and tonnage of crude oil imports in table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels total in table 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

For imports, the average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

The figures of value of crude oil exports have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels total in table 5. These figures include oil which has been re-exported.

9 Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are cal-

TABLE 7 Exports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1975	198.3	178	198	439	193	196	200	189	209	194	177	180
1975 4th quarter	210.1	187	202	474	205	213	217	203	211	202	180	192
1976 1st quarter	218.9	192	211	496	214	224	231	210	219	206	185	199
2nd quarter	234.3	211	229	530	229	242	248	230	232	216	196	213
3rd quarter	247.4	220	249	553	242	254	258	246	245	233	207	226
1976 August	248.0	221	249	548	243	255	259	247	247	233	208	227
September	251.7	222	253	565	246	259	264	251	250	237	209	230
October p	256.4	227	261	581	251	263	266	256	252	243	219	234
May–July	239.0	214	239	540	233	246	251	236	236	222	201	218
August–October	252.0	223	254	565	247	259	263	252	250	238	212	230
Percentage change	+5½	+4½	+6½	+4½	+5½	+5½	+5	+6½	+6	+7	+5½	+5½

p Provisional estimates.

TABLE 8 Imports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

				Industrial materials				Finished manufactures						
									Machinery and transport equipment†					
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery†	Road motor vehicles	Other transport equipment*	Other	Miscellaneous
1975	24,163	4,346	4,310	8,364	2,214	1,409	4,741	6,655	4,782	3,603	883	297	1,872	489
1975 4th quarter	6,462	1,208	1,190	2,203	568	394	1,242	1,757	1,246	955	234	60	511	106
1976 1st quarter	6,612	1,020	1,303	2,402	676	430	1,295	1,818	1,265	901	264	95	553	92
2nd quarter	7,746	1,272	1,354	2,784	780	489	1,515	2,178	1,592	1,179	332	99	586	119
3rd quarter r	8,098	1,261	1,514	2,891	856	517	1,518	2,347	1,726	1,257	400	64	621	113
1976 August r	2,580	409	466	934	278	164	492	729	522	370	125	18	206	37
September r	2,815	455	523	1,024	299	187	539	790	575	394	157	20	215	39
October p	2,872	498	420	1,062	284	188	590	877	648	455	141	45	228	30
May–July	7,949	1,288	1,422	2,760	798	505	1,457	2,339	1,735	1,336	347	75	604	119
August–October	8,266	1,361	1,409	3,020	861	539	1,621	2,395	1,746	1,219	423	82	649	105
Percentage change	+4	+5½	−1	+9½	+8	+6½	+11	+2½	+½	−8½	+22	+10	+7½	−11

* Not seasonally adjusted. † Includes North Sea production installations. ¶See Note 2. r Revised estimates. p Provisional estimates.

culated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of 26 May 1971. An article was published in *Trade and Industry* on 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports.

Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods

TABLE 9 Imports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	Centrally planned economies
1975	24,163	8,805	3,566	3,208	1,855	3,274	2,666	753
1975 4th quarter	6,462	2,423	941	789	491	825	724	213
1976 1st quarter	6,612	2,423	978	871	414	941	760	276
2nd quarter	7,746	2,902	1,095	1,051	498	964	889	310
3rd quarter r	8,098	2,806	1,226	1,132	587	1,202	909	270
1976 August r	2,580	900	358	350	217	381	293	96
September r	2,815	1,022	401	404	192	402	308	89
October p	2,872	1,064	403	433	196	314	316	90
May–July	7,949	2,890	1,211	1,061	509	1,058	917	272
August–October	8,266	2,986	1,162	1,187	606	1,097	917	275
Percentage change	+4	+3½	−4	+12	+19	+4	—	+1

¶ See Note 2. r Revised estimates. p Provisional estimates.

TABLE 10 Imports: volume indices
Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment**			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery**	Road motor vehicles and other transport equipment	Other
Weights	1,000	227	105	427	151	60	216	229	166	133	33	63
1975	124.4	98	89	113	78	122	135	183	182	176	203	186
1975 4th quarter	127.6	107	90	116	78	133	138	182	179	177	190	188
1976 1st quarter	125.7	91	90	123	92	143	140	183	177	164	224	198
2nd quarter	136.0	104	88	129	96	149	146	197	199	190	250	190
3rd quarter	136.4	104	90	127	97	153	140	204	208	195	258	193
1976 August	130.7	104	83	123	94	142	138	194	194	179	240	194
September r	141.6	109	91	133	100	166	147	208	212	188	293	197
October p	142.0	112	74	135	90	159	159	217	223	206	278	200
May–July	136.3	105	89	125	94	153	138	204	208	205	239	191
August–October	138.1	108	83	130	95	156	148	206	210	191	270	197
Percentage change	+1½	+3	−6½	+4½	+½	+1½	+7½	+1½	+½	−7	+13	+3½

p Provisional estimates. r Revised estimates. ** Includes North Sea production installations.

TABLE 11 Imports: unit value indices
Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
1975	235.9	219	535	199	215	229	180	188	183	181	194	200
1975 4th quarter	249.5	223	591	206	222	234	187	205	199	197	210	220
1976 1st quarter	258.8	228	636	210	226	239	190	213	207	204	221	226
2nd quarter	281.4	243	686	230	248	262	210	234	230	225	251	242
3rd quarter p	296.4	246	728	247	266	274	226	246	242	237	262	258
1976 August	295.0	243	725	246	265	273	225	246	242	238	260	255
September r	301.0	252	738	250	271	276	228	249	244	237	272	265
October p	312.1	264	744	261	284	295	236	262	255	249	282	279
May–July	288.1	244	705	238	256	267	217	239	235	231	255	247
August–October	302.7	253	736	252	274	282	230	252	247	241	272	266
Percentage change	+5	+3½	+4½	+6	+6½	+5½	+6	+6	+5	+4½	+6½	+8

p Provisional estimates. r Revised estimates.

covered by each heading and different markets or courses of supply).

Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April 1975 issue of *Economic Trends*. Adjustments have been made to the import volume index to include North Sea oil production installations, however no changes have been made to the base-weighted unit value index.

10 Definition of areas. the areas used in tables 4 and 9 of this article comprise the following countries:

EEC – West Germany, Netherlands, Belgium, Luxembourg, France, Italy, Denmark and Irish Republic.
Rest of Western Europe – Finland, Sweden, Norway, Iceland, Switzerland, Liechtenstein, Portugal, Austria, Andorra, Vatican City, Greece, Turkey, Yugoslavia, Spain, Faroe Islands, Gibraltar, Malta, Continental Shelf (Foreign Part).

TABLE 12 Trade in petroleum and petroleum products¶ On a Balance of Payments basis (Division 33 of SITC(R))

Seasonally adjusted

	Balance of Visible trade	Imports				Exports		
		Total	Crude oil		Rest of Division 33	Total	Crude oil	Rest of Division 33
	£ million fob	£ million fob	£ million fob	million fob	Average value per ton £ fob	£ million fob	£ million fob	£ million fob
1974	−3,422	4,118	3,347	109.1	30.7	771	696	29	667
1975	−3,114	3,835	3,071	85.8	35.8	764	721	30	691
1974 1st quarter	−730	866	705	28.4	25.0	161	136	3	133
2nd quarter	−889	1,091	903	28.2	32.1	188	202	12	190
3rd quarter	−897	1,080	869	26.4	33.1	211	183	6	177
4th quarter	−906	1,081	870	26.1	33.5	211	175	8	167
1975 1st quarter	−766	943	753	22.1	34.2	190	177	7	170
2nd quarter	−689	843	698	20.7	33.7	145	154	1	153
3rd quarter	−795	985	806	22.7	35.6	179	190	6	184
4th quarter	−864	1,064	814	20.3	40.2	250	200	16	184
1976 1st quarter	−959	1,180	931	21.5	43.4	249	221	18	203
2nd quarter	−968	1,225	962	20.7	46.5	263	257	24	233
3rd quarter r	−1,063	1,373	1,093	22.1	49.5	280	310	43	267
August r	−321	419	338	6.8	49.7	81	99	16	83
September r	−370	477	384	7.8	49.6	93	107	18	89
October p	−261	381	309	6.2	49.9	72	120	26	94
May-July	−1,010	1,285	1,004	20.9	47.9	280	274	31	243
August-October	−952	1,277	1,031	20.7	49.7	246	325	60	265
Percentage change		−½	+2½	−1	+3½	−12	+19	+93	+9

p Provisional estimates r Revised estimates. ¶ See note 8.

TABLE 13 Derivation of the visible trade figures on a balance of payments basis

£ million

	Exports				Imports				
	Recorded	Seasonally adjusted†			Recorded	Seasonally adjusted†			
	Overseas Trade Statistics basis (fob)	Overseas Trade Statistics basis (fob)	Coverage adjustments	Balance of Payments basis (fob)	Overseas Trade Statistics basis (cif)	Overseas Trade Statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of Payments basis (fob)
1974	16,600	16,600	−701	15,899	23,234	23,234	−1,643	−472	21,119
1975	19,929	19,929	−1,161	18,768	24,163	24,163	−1,604	−587	21,972
1974 1st quarter	3,617	3,637	−156	3,481	5,375	5,269	−415	−85	4,769
2nd quarter	4,221	4,145	−137	4,008	6,001	5,936	−419	−154	5,363
3rd quarter	4,238	4,430	−207	4,223	5,795	5,992	−413	−115	5,465
4th quarter	4,524	4,388	−201	4,187	6,063	6,036	−396	−118	5,522
1975 1st quarter	4,595	4,781	−250	4,531	5,882	5,879	−374	−122	5,383
2nd quarter	4,943	4,744	−265	4,479	5,844	5,632	−385	−87	5,160
3rd quarter	4,798	4,940	−307	4,632	6,010	6,191	−415	−155	5,621
4th quarter	5,593	5,464	−338	5,126	6,427	6,462	−430	−223	5,808
1976 1st quarter	5,818	5,775	−355	5,420	6,820	6,612	−433	−286	5,893
2nd quarter	6,393	6,337	−345	5,992	7,776	7,746	−505	−209	7,032
3rd quarter r	6,260	6,467	−355	6,112	7,805	8,098	−547	−225	7,326
1976 May	2,070	2,133	−124	2,009	2,442	2,577	−166	−28	2,383
June	2,294	2,165	−105	2,061	2,802	2,668	−182	−74	2,412
July r	2,103	2,055	−107	1,948	2,710	2,704	−183	−37	2,484
August r	1,961	2,150	−118	2,032	2,361	2,580	−171	−74	2,334
September r	2,196	2,262	−130	2,132	2,734	2,815	−193	−114	2,508
October p	2,304	2,361	−139	2,222	2,806	2,872	−189	−101	2,582
May-July	6,467	6,353	−335	6,018	7,954	7,949	−531	138	7,280
August-October	6,461	6,773	−387	6,386	7,901	8,266	−553	−289	7,424
Percentage change	—	+6½		+6	−½	+4			+2

† Components and totals are rounded independently. p Provisional estimates. r Revised estimates.

North America – USA, Canada, Puerto Rico, US Virgin Islands, Greenland.
Other Developed Countries – Australia, New Zealand, Japan and South Africa.
Centrally Planned Economies – Soviet Union, Poland, East Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, China, North Korea, North Vietnam and Outer Mongolia.
Oil Exporting Countries – Abu Dhabi, Algeria, Bahrein, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Sharjah etc., Trinidad and Tobago, and Venezuela.
Other Developing Countries – All other countries.

Overseas trade statistics
Detailed particulars of United Kingdom imports and exports for October with cumulative totals will be published on 25 November* and further analysis of the figures will be found in tables 125 to 143 in the Monthly Digest for November†, due to be published in the second week of December.

Telephone inquiries concerning this article should be referred to: 01-215 3131 – value data and 01-215 3466 – indices.

* *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £4.75 (Annual subscription £64.44).
† *Monthly Digest of Statistics*, published by HMSO, price £1.45 (Annual subscription including supplement of definitions and postage £21.28).

Steel consumption and stocks in the third quarter

Consumption
Consumption of finished steel in the third quarter of 1976 is provisionally estimated to have been 3.91 million tonnes (5.27 million tonnes ingot equivalent) seasonally adjusted.

Receipts
The provisional level of deliveries from UK producers to consumers and stockholders is estimated to have been 3.23 million tonnes; imports were 0.69 million tonnes. Since stocks with stockholders increased during the quarter, total receipts by consumers are estimated to have been 3.85 million tonnes.

Stocks
Consumers are estimated to have decreased their stock by 0.60 million tonnes; this added to their receipt of 3.85 million tonnes gives the estimated consumption of 3.91 million tonnes. The increase of 0.07 million tonnes in stock held by stockholders produced a total increase of 0.01 million tonnes in the combined stocks held by consumers and stockholders.

Inquiries: 01-212 4544.

Wholesale price indices in October

Output prices
The provisional price index for the home sales of manufactured products increased by 1½ per cent in October to 229.5 (1970 — 100).

The 1½ per cent increase in the October index for manufactured products other than food, drink and tobacco reflected the normal quarterly pattern which has, however, become less pronounced. Price increases were spread across most sectors.

Selective price increases for products for both the public and private steel sectors were responsible for a rise of 4¼ per cent and largely responsible for the rise of 3 per cent in the October indices for the steel and metal manufacturing industries respectively.

Price rises for many glass products were largely responsible for the rise of 3¼ per cent in October in the index for the products of the pottery and glass industries.

Higher prices for most products of the metal goods industry, particularly wire and wire manufactures, contributed to an increase of 2⅛ per cent in the sector index in October. Similarly widespread price increases were responsible for the rise of 2 per cent in October in the index for the output of the textile industries.

The indices for clothing and footwear and made-up clothing showed increases of only ½ per cent in October following increases of 1¾ per cent and 2 per cent respectively in September.

The increases in the indices for the engineering and chemicals sectors were in the range 1 to 1¾ per cent in October.

The price index for products of the food manufacturing industry rose sharply again, by 3 per cent in October. Most sectors continued to show price rises with higher prices for coffee and tea and animal and poultry foods making the most significant contributions. This index has increased by 8¾ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period rose by ⅛ per cent again to 16¼ per cent for October.

Input prices
The provisional price index for materials and fuel purchased by manufacturing industry rose by 4¼ per cent to 327.1.

The index for *materials* purchased by manufacturing industry other than the food, drink and tobacco industries rose by 4½ per cent in October. This increase was again due to higher prices for many imports largely resulting from the lower average rate of exchange of sterling against major foreign currencies in October compared with September. The main effect of the further depreciation in the last week of the month will be reflected in the index for November.

Price indices for *materials and fuel* purchased by most sectors of industry showed smaller rises than the increase of 4¼ per cent in the index of materials and fuel purchased by manufacturing industry other than food, drink and tobacco industries. As in the indices for September, this reflects the lower rate of price increases for most home produced materials (steel being one of the exceptions) purchased by individual sectors of industry from other manufacturing sectors compared with the price increases for imported materials; these have a higher weight in the indices for the whole of manufacturing industry.

The higher prices for home-produced steel products were largely responsible for the increase of 3¼ per cent in the index for the metal goods industry and the increases of 3 and 2¼ per cent in the indices for mechanical engineering and shipbuilding and marine engineering respectively.

The indices for many sectors of industry showed rises for the same products as in September. A further price increase for imported woodpulp made the largest contribution to the rise of 3½ per cent in October in the index for the paper industries. Similarly the increase of 5¼ per cent in the index for the textile industries in October was again largely due to higher prices for raw wool and raw cotton. Higher prices for crude oil and imported chemicals accounted for about half of the rise of 3 per cent in the index for the chemicals and allied industries.

By contrast lower prices for copper and copper scrap limited the increase in the index for the non-ferrous metals industry to ⅛ per cent in September. The index for the steel industries also rose by only ⅛ per cent with a fall in the price of steel scrap partly offsetting other general price increases.

The rise of 4 per cent in the index for materials purchased by the food manufacturing industries was again due to higher prices for most home-produced and imported materials. This index has increased by 11½ per cent in the latest three months.

Further information

Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3544 (Tables 1 and 2 indices), 3549 (engineering), 5216 (chemicals, steel, building materials, etc.), 3548 (textiles, clothing, timber, paper, etc.), 3173 (imported commodities).

TABLE 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1975		1976			1975	1976							
		2nd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Oct	Mar	Apr	May	Jun	Jul	Aug	Sep p	Oct p
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	239.3	256.1	266.5	292.6	306.7	252.2	274.2	286.3	292.0	299.6	302.0	304.0	314.1	327.1
	Materials†	243.4	261.4	272.5	299.2	314.5	257.2	280.4	292.2	298.5	306.8	309.3	311.5	322.7	336.9
	Coal (except for carbonising), gas and electricity	200.5	205.5	210.1	230.6	232.0	204.4	215.8	230.4	230.6	230.9	232.0	232.0	232.0	233.5
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	255.4	269.7	280.3	313.5	328.2	267.6	290.2	305.2	313.1	322.1	324.6	325.9	334.0	347.8
	Materials†	263.3	278.9	290.3	325.3	341.9	276.6	300.8	315.9	324.8	335.1	337.9	339.3	348.6	364.1
Order III	Materials and fuel purchased by the food, drink and tobacco manufacturing industries	206.2	224.8	235.4	246.8	257.3	217.5	238.3	245.3	246.0	249.1	251.4	255.0	265.5	273.5
	Materials and fuels purchased by selected broad sectors of industry														
211 to 229	Food manufacturing industries	205.2	227.0	237.0	246.5	258.2	219.1	239.6	244.5	245.4	249.6	251.7	253.9	268.9	279.6
	Materials†	204.9	227.3	237.3	246.5	258.3	219.3	239.7	244.5	245.3	249.6	251.7	253.8	269.5	280.5
	Fuel	210.9	217.8	230.9	248.0	254.0	212.8	234.4	246.6	248.6	248.7	251.7	255.1	255.1	255.8
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	202.8	225.6	235.8	243.3	254.3	216.5	238.0	241.9	242.1	245.8	247.5	250.2	265.1	275.5
Order V	Chemicals and allied industries	241.0	250.8	258.7	276.5	289.8	248.5	263.4	272.3	276.3	280.9	286.0	288.2	295.1	304.3
311 and 312	Steel industries	230.6	237.3	247.0	281.6	290.3	234.8	255.8	278.8	282.3	283.6	287.3	291.1 p	292.4	293.9
321 to 323	Non-ferrous metals industry	145.9	149.1	157.3	189.3	202.0	148.2	164.8	183.3	189.7	194.9	203.3	200.2	202.6	203.7
Order VII (excluding MLH 342)	Mechanical engineering industries	211.4	217.2	226.6	245.1	260.6	214.5	230.4	240.6	245.3	249.4	257.7	260.9	263.1	270.7
Order IX	Electrical engineering industries	182.6	187.0	196.4	218.5	231.4	185.3	201.5	212.8	218.5	224.1	230.2	231.4	232.6	236.9
Order X	Shipbuilding and marine engineering industries	209.7	213.8	222.3	238.5	253.0	212.1	225.6	234.9	239.0	241.5	249.8	253.7	255.5	262.8
Order XII	Metal goods industries	224.6	227.3	234.4	258.3	271.8	223.2	239.8	253.4	258.1	263.3	269.3	272.0	274.0	284.0
Order XIII	Textile industries	204.0	214.9	232.4	255.9	275.2	210.1	238.5	248.3	255.0	264.3	270.3	273.5	281.7	296.6
Order XV	Clothing and footwear industries	184.7	189.4	197.4	209.1	219.0	187.7	200.0	205.6	209.1	212.6	216.4	218.1	222.6	227.2
461, 464 and 469	Bricks, cement, etc, industries	225.1	231.7	245.1	259.0	271.1	228.4	250.2	255.2	258.9	262.9	267.7	271.8	273.9	276.2
462 and 463	Pottery and glass industries	216.0	226.3	237.8	248.5	259.6	222.6	240.7	246.2	248.7	250.5	256.0	259.8	262.9	266.6
Order XVII	Timber industries	217.0	220.2	235.2	259.7	285.8	218.9	241.4	247.5	259.7	271.8	279.0	287.3	291.2	300.3
481 to 484	Paper industries	243.5	248.9	253.5	273.7	286.0	246.7	258.4	267.0	275.0	279.1	281.8	284.2	292.1	302.4
Order XX	Construction materials	209.5	215.4	227.2	242.5	258.2	213.1	230.9	235.7	243.4	248.4	253.9	259.3	261.3	267.0
Part of Order XX	House building materials	211.2	217.2	229.2	244.7	261.6	215.3	233.0	237.4	245.9	250.9	256.9	262.7	265.1	272.0

† Includes crude oil and coal for carbonising.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of 9 April 1976.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

4 Firm and provisional indices, at all levels of aggregation, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be published if the revised indices are significantly different. These revisions will only be notified in the full version of the wholesale price index articles; ie those published in April, August and December of each year.

TABLE 1 (a) Price index numbers of materials and fuel purchased by selected sectors of industry

1970 = 100

1968 SIC		1975		1976			1975	1976							
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Oct	Mar	Apr	May	Jun	Jul	Aug	Sep p	Oct p
361	Electrical machinery industry	196.7	201.5	211.5	230.9	245.2	199.6	215.9	226.0	230.7	236.0	242.8	245.6	247.2	253.4
362	Insulated wires and cables industry	139.9	143.4	152.1	179.3	191.4	142.7	158.8	172.2	179.2	186.6	193.4	191.5	189.4	188.6
364	Radio and electronic components industry	196.3	201.8	209.7	224.6	237.1	200.0	212.6	220.1	224.9	228.8	233.9	237.3	240.0	245.1
368	Domestic appliances industry	191.2	195.8	205.3	222.3	234.4	194.2	208.9	217.4	222.0	227.4	231.7	234.4	237.0	243.4
369	Electrical goods industries nes	187.7	192.6	200.7	219.6	231.5	191.2	204.7	214.5	219.8	224.4	229.5	231.3	233.7	238.7
381	Motor vehicle industry	212.3	219.1	229.6	247.4	261.7	217.0	234.0	241.8	247.5	252.9	257.7	261.8	265.5	272.3
411	Man-made fibres industry	212.1	221.7	231.1	248.1	259.1	220.0	236.1	244.2	247.5	252.5	254.3	258.1	265.0	275.1
414	Woollen and worsted industry	207.9	230.8	255.2	282.9	302.2	219.7	264.5	274.7	282.7	291.3	293.1	299.7	313.8	336.6
422/1	Household textiles and handkerchiefs industry	194.1	198.6	210.1	224.2	243.0	195.4	212.5	216.1	223.8	232.6	238.6	242.3	248.2	254.0
450	Footwear industry	184.0	189.1	198.3	214.7	222.7	187.1	200.8	211.8	213.9	218.3	220.1	222.0	225.9	229.3
481	Paper and board making industry	251.3	258.2	262.8	288.5	299.3	255.9	268.7	278.8	290.8	295.9	295.5	297.7	304.7	316.8

TABLE 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		1975		1976			1975	1976							
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Oct	Mar	Apr	May	Jun	Jul	Aug	Sep p	Oct p
Order III to XIX	Output of manufactured products	193.4	199.1	206.9	214.4	223.2	197.0	208.6	211.5	214.8	217.0	219.8	223.4	226.3	229.5
Orders IV to XIX	Products of manufacturing industry other than food, drink and tobacco manufacturing industries	199.1	205.4	214.5	222.0	230.8	203.4	216.6	219.3	222.4	224.2	227.5	231.4	233.6	236.5
	Output of selected broad sectors of industry														
211 to 229	Food manufacturing industries	201.3	208.0	215.2	222.2	233.8	204.3	216.6	219.3	222.4	224.8	227.9	232.8	240.7	248.1
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	203.0	208.2	215.5	220.5	230.2	204.5	217.0	218.7	220.5	222.3	224.4	228.9	237.2	244.0
Order V	Chemicals and allied industries	192.8	198.2	206.5	213.7	221.0	234.4	208.5	211.2	213.8	216.0	218.4	221.3	223.4	226.5
Order VI	Metal manufacturing	206.0	209.5	217.7	240.6	259.1	207.6	221.1	234.4	240.5	246.8	256.3	259.6	261.3	269.3
311 and 312	Steel industries	227.8	231.0	237.3	260.3	281.8	229.2	239.4	255.3	259.3	266.4	278.4	283.3	283.8	296.2
Orders VII to XII	Engineering and allied industries	195.3	201.8	209.9	217.7	226.6	200.3	212.1	214.7	218.3	220.2	223.2	227.1	229.6	232.5
Order VII (excluding MLH 342)	Mechanical engineering	202.1	209.3	218.6	226.1	235.3	207.4	220.6	223.4	226.5	228.4	233.0	235.1	237.8	241.3
Order VIII	Instrument engineering	171.2	176.2	184.9	190.9	196.7	174.8	187.0	190.4	190.8	191.5	193.7	197.0	199.3	201.3
Order IX	Electrical engineering	177.2	183.6	191.5	197.6	204.0	182.2	193.7	195.4	197.4	199.9	201.7	203.8	206.4	210.0
Order XI	Vehicles	212.9	219.9	227.7	236.8	247.8	218.8	230.0	232.1	238.3	240.0	241.7	249.4	252.4	253.4
Order XII	Metal goods industries nes	200.3	207.8	215.7	227.1	238.2	205.5	218.3	223.4	227.4	230.4	235.4	238.4	240.7	247.0
Order XIII	Textile industries	180.7	185.1	193.0	201.1	209.5	183.8	195.2	197.8	201.5	204.1	207.2	209.3	212.1	216.5
Order XV	Clothing and footwear	166.0	170.7	176.6	180.3	186.4	169.2	178.3	179.1	180.4	181.3	184.3	185.8	189.0	190.0
441/449	Made-up clothing	162.4	167.1	172.6	175.9	180.2	166.0	174.5	175.2	176.2	176.3	178.3	179.3	183.0	184.0
461, 464 and 469	Bricks, cement, etc, industries	209.3	218.8	231.5	243.1	254.3	216.0	234.9	237.6	245.2	246.6	250.6	255.0	257.3	262.0
462 and 463	Pottery and glass industries	202.3	210.2	215.4	223.2	230.2	207.8	217.2	221.3	223.4	225.0	227.6	230.5	232.6	240.2
Order XVII	Timber industries	207.9	210.9	218.7	225.5	235.7	210.4	221.2	222.9	225.6	228.1	231.2	236.5	239.3	243.7
481 to 484	Paper industries	227.2	233.8	235.4	242.4	254.6	232.9	235.9	239.4	243.1	244.6	248.8	254.1	260.8	261.7
Order XX	New construction‡	228	236	238	246			238			246				

‡ Index of building costs relate to average for the quarter (*Department of Environment*)

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Table 3(a) Commodities produced in the United Kingdom (as published monthly)

1970 = 100

1968 SIC		1975	1976			
		Oct	Jul	Aug	Sep p	Oct p
101	Coal	307.0	350.3	350.3	350.4	356.0
102/1	Coated limestone roadstone	253.7	312.1	321.5	322.4	323.3
	Aggregates for concrete	194.7	217.4	217.2	218.0	220.1
103	Sand and gravel – ex pit or works	195.5	237.5	241.9	245.7	251.0
240	Tobacco	154.4	168.9	168.9	168.9	168.9
261	Foundry coke	348.5	404.2	404.2	404.2	404.2
262	Motor spirit, two star (including duty)●	172.4	208.7	209.5	209.5	209.5
	Medium fuel oil (950 secs – including duty)●	294.0	358.5	374.6	374.6	374.6
	Derv fuel (including duty)●	147.7	194.5	196.9	196.9	196.9
263	Lubricating oils and greases	204.6	238.0	253.2	259.0	259.0
271	General chemicals	211.5	247.7	251.9	255.6	260.3
271/1	Inorganic chemicals	212.5	241.5	242.4	243.4	249.8
271/2	Organic chemicals	230.8	270.4	278.0	286.5	290.8
272/1	Pharmaceutical chemicals	195.2	207.4	211.0	211.0	212.1
272/2	Pharmaceutical preparations	172.6	195.0	198.4	200.1	201.7
273	Toilet preparations	173.2	190.7	192.2	193.5	195.2
274	Paint	211.4	224.8	225.1	225.5	227.0
276/1	Synthetic resins and plastics materials	187.5	215.4	216.9	221.1	225.7
	Polyolefin moulding materials	187.7	238.9	238.8	242.0	248.8
	Polyvinyl chlorides	201.3	244.5	246.3	248.1	253.7
279/3	Explosives: fireworks, etc.	231.5	248.7	248.7	248.7	266.0
311/2	Uncoated steel sheets (other than stainless and electrical sheets)	201.7	276.0	276.0	276.0	298.1
	Tinplate	215.8	242.1	271.9	271.9	271.9
	Finished steel (other than sheets, tinplates, forgings and castings)	235.1	283.3	286.4	286.6	302.4
	Steel plates (non-alloy)	253.4	282.5	284.6	284.6	302.3
	Steel sheet piling	241.2	309.9	309.9	309.9	309.9
	Heavy steel bars and sections	241.3	298.5	298.5	298.5	298.5
	Light re-rolled bars and sections	230.9	294.6	297.9	297.9	326.9
	Finished stainless steels	184.0	216.7	222.2	222.2	229.7
	Steel castings	226.0	245.5	251.4	252.7	252.7
	Forgings (other than drop forgings)	270.1	340.8	352.3	359.6	359.7
312	Steel tubes – other than electric conduit tubes	250.3	297.4	301.9	302.4	302.4
313/3 and 313/4	Iron castings	241.2	277.8	283.0	283.9	285.5
	Cast and spun iron pipes and fittings	252.9	295.9	308.4	308.4	308.4
321	Wrought aluminium	180.0	222.0	229.7	245.5	249.1
	Aluminium: Rolled	173.2	213.1	226.1	245.0	248.7
	Extruded and drawn aluminium products – other than wire	172.0	222.8	235.3	254.8	258.7
	Aluminium: Castings	197.5	238.1	240.5	246.7	251.5
	Aluminium: Forgings	179.8	213.4	213.4	224.1	224.1
322	Brass ingots	120.0	174.1	169.0	165.9	165.9
331	Agricultural machinery	213.6	233.3	235.1	240.6	245.6
332	Metal-working machine tools	229.4	253.3	255.8 p	259.3	261.7
333	Pumps, valves, compressors, fluid power equipment	210.0	228.8	230.2	231.7	235.5
336	Construction and earth-moving equipment	202.7	237.8	239.4	246.4	250.0
368	Domestic electrical appliances	167.7	180.6	182.5	184.4	186.4
381/1	Passenger cars‡	194.3	213.6	220.7 p	223.1	223.2
381/2	Commercial and public service vehicles	231.1	255.9	261.6	267.1	267.9
	Commercial vehicles not exceeding 1½ tons gross vehicle weight	233.2	258.1	267.8	268.4	268.4
	Commercial vehicles and chassis over 1½ tons gross vehicle weight	230.0	254.1	260.8	265.6	267.3
381/3	Public service vehicles	234.4	259.9	263.9	268.7	270.5
390	Engineers' cutting tools	175.2	197.5	198.9	203.7	212.8
	Engineers' cutting tools: diamond	154.0	170.0	171.2	171.2	171.4
	Engineers' cutting tools and parts: non-diamond	177.5	198.8	200.0	205.3	215.4
	Hacksaw blades	163.7	210.2	214.8	218.6	222.8
391	Hand tools and implements	215.1	246.1	250.1	258.2	259.8
392	Cutlery and tableware	196.2	223.9	229.3	231.1	232.2
399/1	Metal furniture, office and works equipment	187.5	211.7	212.3	212.9	216.0
399/12	Plumbers brassware	164.0	197.1	200.0	200.0	203.1
411	Man-made fibres production	161.4	175.5	176.6	178.5	181.8
412, 414/5 and 415	All spun man-made fibres yarns	174.2	202.6	203.0	206.7	211.1
412	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	189.6	264.1	265.1	268.5	274.9
413	Woven cotton cloth in the loomstate	189.4	236.5	239.6	242.8	248.8
	Man-made fibres fabrics in the loomstate	204.1	213.0	213.0	215.8	220.3
414/2	Yarns of wool spun on the worsted system	196.5	233.8	248.4	254.5	262.1
417	Hosiery and other knitted goods	155.5	170.2	172.1	173.6	174.7
419	Carpets and rugs	189.0	210.7	214.5	218.4	221.7
429/1	Asbestos manufactures	180.5	205.0	205.0	206.4	218.6
431/1	Leather for footwear	164.1	205.9	205.9	209.3	209.3
450	Footwear – including rubber footwear	177.8	199.0	201.9	204.0	205.3
461/1	Refractory goods including bricks	222.5	257.6	261.2	267.4	270.1
461/2	Non-refractory goods, including building bricks	223.2	253.3	256.1	256.4	265.3
	Engineering bricks – *delivered*	247.0	283.9	283.9	286.6	293.2
463/1	Flat glass (including safety and silvered glass)	208.0	220.9	220.9	223.1	231.2
	Glazing sheet and plate glass	177.0	197.8	197.8	199.4	210.4
463/2	Glass containers	218.6	234.3	234.5	238.8	253.1
464	Cement – *delivered in bulk*	213.1	250.0	256.1	256.1	256.1
469/2	Precast concrete products	210.3	241.3	245.5	247.8	252.9
	Precast concrete pipes – *delivered*	240.1	289.2	290.4	290.4	295.9
	Precast concrete manholes – *delivered*	193.3	225.7	226.0	226.0	230.0
	Plaster – gypsum	210.5	228.1	228.1	228.1	228.1
471/1	Homegrown hardwood – sawn	225.4	240.3	245.0	250.1	260.2
471/2	Building joinery	233.3	267.1	274.3	279.1	285.3
472	Domestic furniture	193.7	204.2	210.1	212.2	214.4
473	Bedding, etc	207.0	227.4	231.1	235.2	241.2

TABLE 3(a) (*continued*)

1968 SIC		1975 Oct	1976 Jul	Aug	Sep p	Oct p
481	Paper and board	226.4	249.2	258.5	261.8	262.1
	Printings and writings – excluding newsprint	217.0	252.0	258.5	258.5	258.5
482/1	Cardboard boxes, cartons and fibreboard packing cases	236.0	246.0	249.9	263.4	264.5
483	Manufactured stationery	227.0	247.3	254.5	257.2	258.6
484/1	Wallpaper	225.1	225.1	225.1	225.8	227.0
489	General printing, bookbinding, etc	193.8	213.7	215.4	216.7	217.6
491/1	Rubber tyres and tubes	185.5	206.3	206.6	206.6	211.3
492	Linoleum and felt base	194.4	210.6	210.6	213.6	218.3
Part 399/472	Office furniture	216.9	238.1	238.7	239.2	240.6
Part 338/399/472	Office equipment and machinery	178.3	191.6	193.2	194.2	196.2

‡ Inclusive of purchase tax (before its abolition), VAT and Car Tax.
ø Index based on schedule outer zone prices for minimum bulk loads of 500 gallons (motor spirit 1,000 gallons) exclusive of rebates. p = provisional.

TABLE 3 (b) Commodities wholly or mainly imported into the United Kingdom

1970 = 100

	1975 Oct	1976 Jul	Aug	Sep p	Oct p
Hides and skins	169.9	324.2	329.8	357.3	338.7
Non-ferrous metals:					
Aluminium, virgin ingot delivered	154.8	196.0	205.8	224.7	226.3
Copper‡	96.9	156.4	146.1	143.2	132.9
Lead‡	132.1	224.5	213.0	219.1	223.7
Nickel§	193.2	230.6	229.2	229.9	240.0
Tin, ingot min. 99.75%‡	201.2	310.7	296.2	300.3	316.8
Zinc‡	278.4	352.2	336.4	334.3	316.3
Zinc§	291.5	347.6	348.0	358.8	379.4
Natural rubber	174.2	260.4	260.8	269.8	301.5
Sulphur, crude cif (for acid making)	256.3	288.1	288.1	288.1	288.1
Textiles:					
Raw cotton, all types	218.7	412.1	393.2	400.5	437.5
American types, cif Liverpool	223.9	417.4	395.7	402.1	438.9
Egyptian types, cif Liverpool	192.9	385.5	380.7	392.7	430.7
Raw wool – all types	215.7	302.8	312.1	330.8	370.5
Imported	221.1	300.2	309.2	332.3	373.2
Imported, merino	221.6	278.5	282.3	299.0	334.1
Imported, fine crossbred	212.7	296.5	307.7	334.7	372.0
Imported, medium and coarse crossbred	248.7	375.9	394.7	429.5	488.7
British types	185.6	317.8	327.9	322.4	355.7
Timber:					
Imported hardwood (ex-yard or wharf)	235.0	297.3	312.0	315.4	319.4
Imported plywood (delivered to consumers)	217.7	279.8	290.3	295.0	307.7
Imported softwood (delivered to consumers)	232.7	328.2	340.3	345.5	361.6
Woodpulp, imported	295.6	332.5	334.5	345.8	367.8

‡ LME settlement price. § Producer's price. p = provisional.

TABLE 5 United Nations index numbers of world export prices(1)

1970 = 100

	Primary commodities: Total $	£	Purchasers' currencies	Agricultural non-food $	£	Purchasers' currencies	Non-ferrous metals $	£	Purchasers' currencies	Primary commodities and non-ferrous metals (2) $	£	Purchasers' currencies
1974 1st quarter	303	318	274	232	244	209	160	168	144	284	298	256
2nd quarter	304	304	263	229	229	198	183	183	159	288	287	249
3rd quarter	309	315	274	221	225	196	142	145	126	287	292	254
4th quarter	320	330	284	212	218	186	126	130	111	294	303	258
1975 1st quarter	312	313	261	201	202	168	124	124	101	287	287	240
2nd quarter	299	309	250	198	204	166	121	125	101	275	284	230
3rd quarter	295	333	261	196	220	173	118	133	105	271	306	240
4th quarter	301	354	271	191	224	172	116	136	104	276	324	249
1976 1st quarter	304	365	277	201	242	183	120	144	109	279	336	255
2nd quarter (3)	305	405	284	207	275	193	136	181	127	282	375	263
3rd quarter (4)	*321*	*437*	*298*	*231*	*314*	*215*	*143*	*194*	*132*	*297*	*404*	*276*
October (4)	*320*	*469*	*295*	*232*	*339*	*213*	*131*	*192*	*120*	*295*	*432*	*271*

(1) Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. (2) This combined index is not published as such by the UN. (3) Provisional. (4) Projections by Department of Industry.

Family Expenditure Survey

Average nett household income in 1975 rose by 20.3 per cent over the previous year, to £58.15 a week. Expenditure, at £54.58, rose by 18.3 per cent. These main results of the Family Expenditure Survey are analysed in detail in the full report* published by the Department of Employment this month.

The report contains tables and charts giving breakdowns of household expenditure by composition and income of the household, by administrative area, by occupation and by age of the head of the household, and by region, together with distributions of households on national and regional bases, by income of household and of head of household, composition, number of workers and other characteristics.

The survey shows little alteration in the pattern of household expenditure over 1974. In particular, expenditure on the main items of food and transport and vehicles as proportions of total expenditure on commodities and services has remained almost unchanged, while there has been a small decrease, by 0.7 per cent to 13.1 per cent, in the proportion of expenditure on housing. In money terms, however, average household expenditure on food increased by £2.23 to £13.52 during 1975.

* Family Expenditure Survey 1975. HMSO price £4.00.

Business Monitors

The following titles and issues of Business Monitors are now available.

Production Series

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PM 440	Made-up clothing (sales volume indices) for May 1976
PM 491	Rubber for July 1976

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PQ 339.3	Refrigerating machinery, space-heating, ventilating and air-conditioning equipment for second quarter 1976
PQ339.7	Food and drink processing machinery and packaging and bottling machinery for second quarter 1976
PQ 339.9	Miscellaneous (non-electrical) machinery for second quarter 1976
PQ 341.1	Industrial (including process) plant and steelwork for second quarter 1976
PQ 362	Insulated wires and cables for second quarter 1976
PQ 364	Radio and electronic components for first quarter 1976
PQ 383	Aerospace products for second quarter 1976
PQ 393	Bolts, nuts, screws, rivets, etc for second quarter 1976
PQ 394	Wire and wire manufactures for second quarter 1976
PQ 413	Weaving of cotton, linen and man-made fibres for second quarter 1976
PQ 432	Leather goods for second quarter 1976
PQ 442	Men's and boys' tailored outerwear for second quarter 1976
PQ 475	Wooden containers and baskets for second quarter 1976

Service and distributive series

Monthly:

SD 1	Food shops for September 1976
SD2	Clothing and footwear for September 1976
SD 3	Durable goods shops for September 1976
SD 4	Miscellaneous non-food shops for September 1976.

Report on the Census of Distribution of 1971 (price including postpostage) £3.27

SD 22	Part 13 Retail Organisation Tables and Service Trades

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (nos SD 1 and SD 6) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSO NPT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. Please send payments for all orders below £5. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842. (Alternative no. 01-215 5051).

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A PUBLICATION OF THE GOVERNMENT STATISTICAL SERVICE.

Provisional estimates of vehicle production and new car registrations in October

Tables 1 and 2 show United Kingdom vehicle production in the five weeks ending 30 October, as estimated from provisional returns supplied by the major manufacturers.

October car production at 143,000 units (28,600, per week) was 18 per cent above the number produced in October 1975. The cumulative total of cars produced in the first 10 months of this year was 4 per cent above that in the corresponding period of 1975. Commercial vehicle output of 38,700 units (7,740 per week) was 1 per cent below the level in October 1975; in January to October as a whole, commercial vehicle output was 5 per cent below that of a year earlier.

Seasonally adjusted, October car output of 111,000 units was 5 per cent above the monthly average for 1975. Commercial vehicle output at 29,500 units was 7 per cent below the 1975 monthly average. Comparing the three months August to October with the preceding three-month period, car production fell by 20 per cent and commercial vehicle production fell by 10 per cent.

Table 3 shows provisional estimates of new car registrations. Seasonally adjusted, new car registrations in Great Britain in October are provisionally estimated at 94,000. In the three months August to October the average monthly level of registrations was 99,000, a rise of 4 per cent compared with the preceding three months.

TABLE 1 Estimated UK production in October 1976

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1976 (5 weeks ended 30.10.76)	143.0	28.6	38.7	7.7
1975 (4 weeks ended 25.10.75)	97.1	24.3	31.3	7.8
Percentage change		+18		−1

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1975		1976						Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Aug.	Sept.	Oct.	May/July 1976	Aug./Oct. 1976	% change
Cars	107	99	117	111	104	80	100	111	121	97	−20
Commercial vehicles	30.3	29.5	31.8	30.4	29.8	26.5	29.5	29.5	31.5	28.5	−10

TABLE 3 New car registrations

Thousands

	1975		1976						Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Aug.	Sept.	Oct.	May/July 1976	Aug./Oct. 1976	% change
Recorded	108	69	115	110	108	180	86	87			
Seasonally adjusted	103	84	106	106	99	115	88	94	96	99	+4

Turnover of the motor trades in the third quarter of 1976

The total turnover of the motor trades in the third quarter of 1976 was 16 per cent higher than in the third quarter of 1975. On the same comparison, new vehicle sales were 20 per cent higher, used vehicle sales increased by 17 per cent and other sales and receipts (which include sales of petrol, oil, tyres, spares and accessories, and receipts from servicing and repairs) rose by 14 per cent.

Notes

The statistics are of turnover at current prices. Movements therefore include the effect of price changes, including changes in purchase tax before the second quarter of 1973, the introduction of VAT and car tax from the second quarter of 1973, the introduction of VAT on petrol from the second quarter of 1974, and subsequent changes in the rates of VAT. The turnover includes transactions between dealers in addition to final sales. Vehicles include commercial vehicles as well as private cars and motor cycles.

The estimates for Q2 1976 have been revised to take account of additional information from late returns.

The figures are not seasonally adjusted.

The returns made by a voluntary panel are used to project the figures of turnover in a base year (1972) obtained in a comprehensive inquiry to motor traders.

Inquiries: 01-215 3177.

Index number of turnover per quarter at current prices (including purchase tax or VAT and car tax)

Percentage change compared with a year earlier in brackets — 1972 = 100

	Total turnover	New vehicle sales	Used vehicle sales	Other sales
Turnover in 1972 (£ million)	(8,109)	(3,089)	(1,373)	(3,647)
1972	100	100	100	100
1973	111 (+11)	110 (+10)	102 (+2)	115 (+15)
1974	119 (+7)	106 (−3)	100 (−2)	137 (+19)
1975	143 (+20)	123 (+16)	128 (+28)	166 (+21)
1972 1st qtr.	95	94	100	93
2nd qtr.	105	109	107	101
3rd qtr.	102	101	103	104
4th qtr.	98	96	90	102
1973 1st qtr.	117 (+23)	126 (+34)	119 (+18)	109 (+17)
2nd qtr.	110 (+5)	110 (+1)	103 (−3)	113 (+12)
3rd qtr.	114 (+12)	111 (+10)	108 (+5)	119 (+15)
4th qtr.	102 (+4)	93 (−3)	80 (−12)	118 (+16)
1974 1st qtr.	108 (−8)	102 (−20)	87 (−27)	120 (+10)
2nd qtr.	122 (+11)	112 (+2)	106 (+3)	136 (+20)
3rd qtr.	126 (+11)	110 (−1)	111 (+3)	146 (+22)
4th qtr.	121 (+18)	102 (+10)	95 (+20)	147 (+24)
1975 1st qtr.	137 (+27)	127 (+25)	116 (+33)	152 (+27)
2nd qtr.	148 (+21)	129 (+15)	136 (+27)	168 (+23)
3rd qtr.	152 (+21)	131 (+19)	143 (+29)	174 (+19)
4rd qtr.	135 (+12)	105 (+3)	117 (+23)	168 (+15)
1976 1st qtr.	166 (+22)	161 (+27)	153 (+32)	175 (+15)
2nd qtr. (revised)	176 (+19)	162 (+25)	170 (+26)	189 (+12)
3rd qtr.	177 (+16)	157 (+20)	167 (+17)	198 (+14)

New companies registered

Below are details of new companies registered in Great Britain during October 1976 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	3,121	—	3,121
Over £100 but under £1,000	50	—	50
£1,000 but under £10,000	921	—	921
£10,000 but under £50,000	378	—	378
£50,000 but under £100,000	52	—	52
£100,000 but under £1,000,000	73	—	73
£1,000,000 and over	6	—	6
Total number	4,601	—	4,596
	£ thous	£ thous	£ thous
Total amount of nominal capital	37,716	—	37,716

Companies registered in Great Britain in 1975 and 1976.

	1975		1976	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3,648	18,631	3,476	21,780
February	3,442	22,886	4,088	19,228
March	3,478	22,419	6,190	41,680
April	4,944	24,352	4,150	22,354
May	4,245	42,314	4,343	25,095
June	3,465	20,856	5,624	25,815
July	3,752	26,703	4,954	58,659
August	3,267	47,668	4,221	44,690
September	3,781	32,241	4,377	25,342
October	3,879	25,224	4,601	37,716
November	3,739	35,028		
December	3,450	27,881		
Total	45,090	346,203		

New companies registered in Northern Ireland during October

During October 1976 40 private companies with a total nominal capital of £1,613,000 were incorporated.

During the period January-October 1976 487 companies with a total nominal capital of £14,844,160 were incorporated as compared with 453 companies with a total nominal capital of £13,168,097 in the same period in 1975.

Cinema admissions and takings in August

During August, counted as a four week period, the weekly average admissions to cinemas in Great Britain was 2.29 million and the weekly average of gross box office takings was £1.62 million. The comparable figures for August 1975 were 2.58 million and £1.58 million.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 25 September 1976.

	£
Distributors' Earnings submitted	
Low Cost Films:	
Eligible (after multiplying by 2½)	99,408
Not eligible for 2½ times rental	69,484
	168,892
High cost films (including newsreels after multiplying by 2½)	930,004
	1,098,896
Films under 3,000 ft (after multiplying by 2½)	44,154
	1,143,050
Levy collections paid to the Agency by HM Customs and Excise to 19 October 1976 approximately covering entertainments for the four weeks ended 25 September 1976.	400,876

The eleventh interim allocation for the nineteenth year will be at the rate of 56½ per cent.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 5 November 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Sailorman	BR/E 38830/14/11/81	23	10 November	Cinema International Corporation (UK)	Sailorman Films Ltd
The Ritz	BR/E 38831/14/11/81	91	10 November	Columbia-Warner Distributors Ltd	Courtyard Films Ltd
Schizo	BR/E 38832/14/11/81	109	10 November	Columbia-Warner Distributors Ltd	Peter Walker (Heritage) Ltd
Movietone News 2475	BR/E 38641/14/11/81	8	12 November	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
Sex School for Men Only	EC/38835/14/11/81	75	12 November	Cinecenta Film Distributors Ltd	Diana Films Boulogne
			FOREIGN		
The Bingo Long Travelling All-Stars and Motor Kings	F 38827	111	10 November	Cinema International Corporation (UK)	Universal Pictures, California
The Big Bus	F 38828	89	10 November	Cinema International Corporation (UK)	The Big Bus Co, Bill Phillips Productions Inc, California
Texas Chain – Saw Massacre	F 38829	81	10 November	Excalibur Films Ltd	Swadevale Ltd, New York
Romeo of the Spirits	F 38833	21	11 November	Gala Film Distributors Ltd	Thorntip Ltd, London
Dogs to the Rescue	F 38834	69	12 November	Monarch Film Corporation Ltd	Legend Film Corporation Ltd, Canada, Rumania Film, Bucharest
Kingdom in the Clouds	F 38836	90	12 November	Monarch Film Corporation Ltd	Rumania Film, Bucharest

Amendment to the Register
The registration number of the film 'Sex Odyssey' registered on 30 July 1976 has been amended to EC/38712/1/8/81 and the makers name to read T.I.T. Filmproduktion GmbH, Munich and Victoria Film Gunter Kopf GmbH, Vienna.

Correction to the register
The Registration number of the film 'Breaking Point' registered on 17 September 1976 has been corrected to BR/E 38770/19/9/81

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (A)	16 July 1976
Balance of payments:	
current account (M)	This week
trends in invisible transactions	22 Oct. 1976
(*see also* Overseas trade of the UK)	
Business names and limited partnerships (A)	7 May 1976
Capital expenditure: manufacturing, distributive and service industries (Q)	1 Oct. 1976
By regions	This week
Catering trades turnover (M)	This week
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	1 Oct. 1976
Companies:	
acquisitions and mergers (Q)	12 Nov. 1976
Liquidations *see* Insolvencies	
liquidity (Q)	10 Sept. 1976
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
rate of return on capital (A)	8 Oct. 1976
Construction work overseas (A)	15 Oct. 1976
EEC economic indicators	12 Nov. 1976
Energy trends (M)	8 Oct. 1976
Engineering industries: sales and orders (M)	This week
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	20 Aug. 1976
registrations of films (A)	30 Jan. 1976
Food:	
consumption levels (6M)	27 Aug. 1976
household consumption (Q)	8 Oct. 1976
Footwear industry: production, orders and deliveries (M)	8 Oct. 1976
Foreign exchange: official reserves (M)	5 Nov. 1976
Foreign trade: industrial countries' production and trade (Q)	25 June 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	12 Nov. 1976
Industrial production:	
index numbers (M)	22 Oct. 1976
N. Ireland index	21 Nov. 1975
Scotland	5 Nov. 1976
Wales	8 Oct. 1976
Insolvencies (Q)	5 Nov. 1976
Insurance companies: investments and assets (A)	20 Aug. 1976
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	8 Oct. 1976
investment and earnings overseas (A)	25 June 1976
Man-made fibres:	
deliveries (Q)	3 Sept. 1976
production (M)	5 Nov. 1976
production: quarterly analysis (Q)	3 Sept. 1976
Metal-working machine tools (M)	22 Oct. 1976
Motor industry:	
car and commercial vehicle production (M)	29 Oct. 1976
estimated figures (M)	This week
motor trade turnover (Q)	This week
Office development permits (Q)	13 Aug. 1976
Overseas trade of the UK:	
direct exporters and credit terms (A)	16 July 1976
analysis of trends (Q)	3 Sept. 1976
ten-year back run (A)	12 Mar. 1976
export prospects (Q)	10 Sept. 1976
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	20 Aug. 1976
Regional development grants (Q)	5 Nov. 1976
Regional selective assistance monthly summary (M)	5 Nov. 1976
Regional selective assistance: offers £10,000 or more (Q)	This week
Retail prices index (M)	This week
Retail trades:	
sales (M)	12 Nov. 1976
provisional figures (M)	22 Oct. 1976
sales, N. Ireland (M)	1 Oct. 1976
stocks (M)	This week
Royalties: overseas transactions (A)	25 June 1976
Shipping: nationality of vessels in UK sea-borne trade (A)	9 July 1976
Steel consumption and stocks (Q)	This week
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	1 Oct. 1976
manufacturers' stocks: monthly estimates (M)	29 Oct. 1976
retail (M)	This week
Television: overseas payments and earnings (A)	20 Aug. 1976
Textiles:	
activity in the industry (Q)	5 Nov. 1976
carpet sales (M)	10 Sept. 1976
cotton industry production (M)	5 Nov. 1976
hosiery production (M)	5 Nov. 1976
made-up clothing: orders and deliveries (M)	29 Oct. 1976
wholesale houses' sales (M)	29 Oct. 1976
wool exports (Q)	17 Sept. 1976
wool output (M)	5 Nov. 1976
Tourism:	
foreign visitor arrivals (M)	17 Sept. 1976
overseas travel and tourism (Q)	12 Nov. 1976
Wholesale prices:	
average prices of selected commodities (A)	9 Apr. 1976
index numbers (M)	This week

Departmental organisations etc.

British commercial representations overseas	8 Oct. 1976
Customs notices of interest to exporters	1 Oct. 1976
ECGD local offices	22 Oct. 1976
Guide to departments	23 July 1976
Official Receivers' offices	15 Oct. 1976
Programme of trade promotions	6 Aug. 1976
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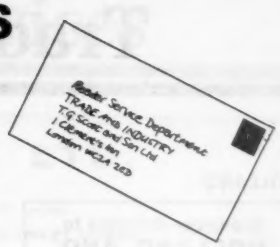

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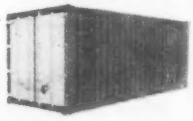

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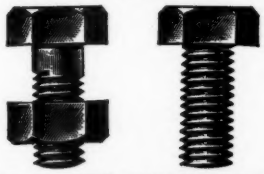

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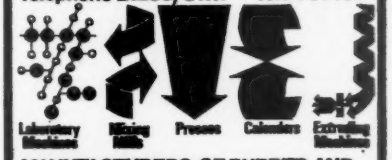

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